

Chemist & Druggist

Benn »

JUNE 25 1977

THE NEWSWEEKLY FOR PHARMACY

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My, how we've grown up.

**PSNC meets
Mr Ennals:
not indifferent
to closures**

**Inflation cuts
cosmetics
sales by 4 pc**

**Anglia Region
conference**

**H. Steinman
testimonial
banquet**

new packs

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new packs

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says your pharmacist



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“KEEP MEDICINES
OUT OF THE REACH
OF CHILDREN”

Chemist & Druggist

The newsweekly for pharmacy

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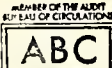
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Comment

Political influence

Identical statements were issued by the Pharmaceutical Services Negotiating Committee and the Department of Health following the meeting between a PSNC delegation and Mr David Ennals, Secretary for Social Services, last week (p912). And as might be expected, the text of the statements gives little away, preserving both the honour (the PSNC put its case "in the strongest terms", while the Minister said he "appreciated" pharmacists' difficulties) and the negotiating positions of the parties.

Mr Ennals was, however, further moved to state that he could "not be indifferent to the continuing decline in the number of pharmacies". But if that gave cause for hope of great things to come out of the discussions, spirits must have been somewhat dampened on Tuesday when he told a Parliamentary questioner that he had no evidence that the decline is causing difficulties for members of the public.

The only way that the Secretary of State could take such a view is surely by regarding "difficulty" as referring simply to access to dispensing services. There may indeed be few NHS patients who are neither able to reach a pharmacy under any circumstance nor for whom a doctor cannot be required to dispense. But the full pharmaceutical service which is the hallmark of the traditional retail pharmacy goes much beyond dispensing—and here we would support Mr Bob Worby's contention at the Anglia Region conference (P929) that it is not necessarily even the most important function in this age of health centres and group practices. The need is for Mr Ennals and the Department of Health officials who advise him to become convinced of the need to preserve a wide spread of pharmacies—as we have stressed in this column many times before.

The encouraging sign is that at last some real consideration is being given to this need. And a large part of the credit for bringing about the appraisal must go to Miss Maureen Tomison, the Pharmaceutical Society's head of publicity. She has successfully shown the way the profession should be bringing its problems to the attention of the Government machine—rather belatedly, because many other professions and groups have known how to do this for a long time.

It is no accident that questions on pharmacy, on pharmacies, on prescriptions, on medicines distribution, on chemists' remuneration—and in particular on the "cut"—have appeared prominently on the Parliamentary order paper recently. The fact is that pharmacists have responded well to the calls to write to their MPs and, as Miss Tomison told the Anglia conference, when a Minister is questioned by MPs, he makes sure he is made personally aware what all the fuss is about.

The battle to get a fair hearing for pharmacy is thus being won, but the response will only be "right" for the profession if all its members are showing themselves deserving of the public's (and hence the Government's) support. The minority who are "letting the side down" are jeopardising their own future and prosperity—as well as everyone else's. If it does come to sanctions or other action, general practice pharmacy cannot afford any passengers.

Mr Ennals states his concern over closures

Mr David Ennals, Secretary of State for Social Services, said that he "could not be indifferent to the continuing decline in the number of pharmacies", when he met representatives of the Pharmaceutical Services Negotiating Committee last week. But in the House of Commons on Tuesday, he told a Conservative MP that the decline did not "so far" appear to have caused serious difficulties for NHS patients.

A joint statement by both sides after last week's meeting with the PSNC said that the committee had made representations in the strongest terms that the level of return for their NHS dispensing was insufficient to enable them to maintain the existing levels and quality of service. The Secretary of State said he appreciated the difficulties pharmacists had experienced in the last two or three years of rapid inflation. He was anxious to resolve the present difficulties and promised to give careful consideration to the problems which had been put before him, particularly those of smaller pharmacies. He asked the Committee to meet him again within a week or two when he had had an opportunity to examine further evidence from the PSNC.

Commons questions

In the Commons, Mr Ennals was asked by Mr Peter Viggers, if he was satisfied with the current arrangements for the provision of medical products at retail level. Mr Viggers pointed out that the number of pharmacies had declined from 14,000 to 11,000 in the last ten years. That was causing hardship mainly to the elderly and to mothers with young children. He feared that the decline, running at an annual rate of between 300 and 500 a year, would increase unless the Department of Health could agree terms on chemists' remuneration quickly.

Mr Ennals said he had met the Pharmaceutical Services Negotiating Committee on June 16 and expected to meet them again shortly. While there had been a steady decrease in the number of pharmacies, many due to changes in population and redevelopment in cities, he had seen no evidence of it causing difficulties.

"Naturally I am concerned to ensure that there should not be a continuing decline, and this is among the issues under discussion with the industry."

Mr Robert Boscawen said pharmacists were desperately concerned about the situation. He was concerned that there was going to be a continued closure of small pharmacies, particularly in villages and on small estates, and this would cause grave social problems.

Mr Ennals said the question of small pharmacies was one of the matters under discussion with the PSNC. Consideration

was being given to the possibility of introducing a system of remuneration which would be more beneficial to the small pharmacies than for the large.

Pictured below, about to start their meeting, are (left to right) Griff David, Bob Worby (PSNC chairman), Sir Patrick Nairne (Permanent Secretary, DHSS), Mr David Ennals (Secretary for Social Services), Alan Smith (PSNC chief executive), Bernard Silverman (company chemists representative on PSNC and Mike Brining (PSNC financial executive)



Pharmacists studying need for delivery service

Following a request from a parish council for a prescription collection and delivery service, Chesterfield pharmacists have set up a working party to investigate the need for such services in rural areas around the town.

Mrs E. M. Gadsby, one of the pharmacists concerned, told *C&D* that some areas apparently in need were served by dispensing doctors and whilst the rural dispensing "standstill" was in operation pharmacists felt they should not operate a service in these areas. Nine pharmacists were, however, hoping to set up a new pharmacy on a consortium basis to serve an area of Chesterfield in which a pharmacy had recently closed. The new pharmacy would be on a more suitable site. Mrs Gadsby said that they were concerned about the loss of dispensing services to the area and that pharmacists could not complain about doctor dispensing in rural areas unless they were prepared to offer a service themselves.

Warning that higher fee for 'pill' is temporary

The Department of Health has reminded the Pharmaceutical Services Negotiating Committee that the higher professional fee of £0.40 for dispensing six months supply or more of oral contraceptives was intended only as a temporary measure until dispensing income from oral contraceptives exceeding £2.5m. Since the contractors' income for the first year had exceeded £2.6m and looked like exceeding £3m for the second year the Department argued that the trend had become established.

The Committee decided at its meeting on May 25 to inform the Department that this proposal could not be accepted as the Department's policy for prescribing such

preparations was not being adhered to by doctors.

A claim for an increased container allowance of 2.5p had been submitted to the Department. It was reported that, to date, 130 applications for payments under the Essential Small Pharmacies Scheme had been received by Family Practitioner Committees. A meeting to discuss future policy in relation to the planned distribution of pharmacies would be arranged between representatives of the Committee and the Council of the Pharmaceutical Society. Opportunity would also be taken at that meeting to discuss the repeat prescription system and pharmaceutical services in health centre areas.

After considering reports about continuing problems being experienced by patients in opening child-resistant containers, the Committee decided to ask the Department of Health to provide notices and leaflets to assist patients with the relevant information.

Additions to MDA drugs

The draft Misuse of Drugs Act 1971 (Modification) Order 1977, under which certain tryptamine and phenethylamine derivatives will be included in Part 1 of Schedule 2 of the Act (*C&D*, June 4, p794) was approved by the Lords on Monday. Moving the approval, Lord Wells-Pestell said that some 40 of these compounds were already known, but it was possible for hundreds to be synthesised. Examples of tryptamine derivatives already controlled under the Act were psilocin and psilocybin, and controlled phenethylamine derivatives included mescaline, STP (dimethoxymethylamphetamine), and bromo-STP (dimethoxy-bromoamphetamine).

The formulae in the Order had been devised to exclude derivatives with medicinal uses, such as ephedrine and adrenaline. This was not possible, however, with methoxyphenamine, and this substance has been specifically excluded from control.

Proposals to safeguard minimum profit levels

Proposals to safeguard certain minimum profit levels from the effects of the Price Commission Bill's new investigatory powers were published last week.

Mr Roy Hattersley, Secretary for Prices and Consumer Protection, issued a consultative document that sets the safeguard proposals in the wider context of the new prices policy. The present Price Code safeguards are not needed for the new investigatory policy because under the new powers there will no longer be a control that erodes profit margins generally.

The proposed safeguard levels will limit the extent to which prices can be restricted during individual investigations and the extent to which price increases, prices or margins can be restricted by orders following investigations or sectoral examinations under the new powers. Under Clause 9 of the Price Commission Bill, the Secretary of State—after consulting interested parties—is required to make regulations establishing minimum profit levels which no enterprise can be prevented from earning as a result of investigations under the new prices policy.

Safeguards against freeze effects

For manufacturing and service firms, the following safeguards are proposed against the effects of freezes or partial restrictions on price increases *during* investigations—a minimum margin of 3 per cent over total costs on each range of products or services; higher minimum margins for more capital-intensive firms, calculated on a sliding scale according to the ratio between their turnover and capital; an alternative minimum of 80 per cent of the margin that was earned on the relevant range of products or services at the date of the most recent price increase under the present Code; the prevention of any erosion of this base margin if the enterprise concerned has been earning less than 12½ per cent on capital or 3 per cent on turnover.

After investigations, the proposed safeguard levels under the last two will be reduced to 50 per cent of the base margin; the safeguard under the second will not apply, but the safeguard under the first will remain unchanged. These post-investigation safeguards will apply also to orders following sectoral examinations under the Bill.

For distributors, safeguards are needed only *after* investigations or examinations because their margins will not be subject to restriction during investigations. The safeguard levels proposed in the document for distributors are—a minimum of 2 per cent net profit margin on turnover for the enterprise; an alternative of 80 per cent of the net profit margin obtained by the enterprise in the most recent profit margin report submitted to the Price Commission

under the present Code. The safeguards proposed for distributors will also be available for enterprises that conduct their business through long-term contracts embodying escalation or variation of price clauses, where the safeguards proposed for the individual product ranges of manufacturing and service firms generally will be inappropriate.

The document is being sent to a large number of interested organisations. There will be a further opportunity to comment on draft Regulations before they are made by the Secretary of State to take effect after August 1. The draft will be published no later than the beginning of July. Comments on the Government's proposals should be sent by July 15 to Department of Prices and Consumer Protection, prices policy division, room 551, 1 Victoria Street, London SW1H 0ET.

Boots chairman appointed to Price Commission

Mr Charles Williams, managing director of Baring Brothers, merchant bankers, is to be appointed chairman of the Price Commission with Dr G. I. Hobday, Boots chairman, Mr S. Sweetman, MBE, vice-chairman of Unilever Ltd and Mr J. Hughes, vice-principal, Ruskin College, his three deputy chairmen.

Dr Hobday was until recently chief executive of Boots and is president of the Council of Nottingham University. Mr Sweetman is also a director of Unilever NV Rotterdam. The appointments take effect from July 31 and at that time the Price Commission would receive new powers under the Price Commission Bill at present before Parliament.

Price rise ceiling call

Nationalised industries and private companies must keep price rises below a ceiling of 10 per cent provided a satisfactory policy of wage restraint is negotiated, says the National Consumer Council. The only exceptions should be fresh foods, such as fruit and vegetables, because they are subject to seasonal variation in supply and price, and imported goods, where price rises are outside the importers' control.

Mr Michael Young, chairman, says "With inflation at 17½ per cent, unions need more than pious sentiment to offer their members if they are to win their support for a policy of pay restraint. The unions backed the social contract on the explicit understanding that if wages were held down, so would prices be—and they have not been. We see 9 per cent as the maximum permissible price rise in line with the Government's budget forecast of a rate of inflation below 10 per cent a

year by the summer of 1978". This is the first time that Government-appointed NCC has urged the Government to fix a price ceiling, although it has consistently argued in favour of the general principle of coupling pay restraint with price restraint.

Scottish and Welsh Executive election results

Five members have been re-elected to the PSGB Scottish Executive and one new member elected. *Elected were:*—

D. C. Mair 440
A. Roxburgh 434
E. A. Meikle 415
R. F. Morrison 376
I. Swanson 348
J. S. Galloway 348

Not elected were G. Smail, 298; G. W. Allan, 256; J. Irvine, 229; R. Brodie, 226; J. Dunnett, 183; J. Summers, 176; A. G. Barron, 174. Of the 2,874 voting papers issued, 951 were returned.

In the Welsh Executive elections the following were successful:—

Mrs Marion Rawlings
D. G. Burt
Professor Adrian M. Cook
P. Jenkins

Not elected were: A. E. Brooks; Miss F. E. Lee; Mrs L. J. Stone.

Unichem stand firm on 'dispensing doctors' issue

Unichem this week alerted managers of their national network of branches to the company's policy of not supplying dispensing doctors. Mr Peter Dodd, the managing director, told a management meeting at the company's headquarters: "We are always under external pressures to change this policy and start to serve dispensing doctors, but so far we have managed to resist such pressures".

Emphasising that this policy was fundamental to the company's reputation, but might not always be generally well known, he said: "I believe it right to stress once again that we do not and will not provide a service to dispensing doctors, because we consider it against the interests of private pharmacy in Britain to do so. The private pharmacist is under considerable pressures as it is—from both commercial and governmental sources—and it would be irresponsible for Unichem to take any action which might be construed, even in the slightest way, to add to these burdens".

Dental health exhibition

A Design for Dental Health exhibition opened this week at the Design Centre, 28 Haymarket, London SW1 and is to continue until July 23.

On show are a selection of tooth brushes and plaque remover from Stafford-Miller Ltd, and a range of nylon filament tooth brushes by Addis Ltd. Teeth cleaning kits are shown by Knox Laboratories, Gibbs and Colgate Palmolive whilst Cotterell & Co are displaying disclosing solutions. A mock surgery is open to view. The exhibition is timed to coincide with the school holidays in the hope of attracting school children whom the organisers expect to benefit from improved knowledge of dental hygiene.

'Manufacturers should be liable for drug injuries'

Manufacturers should be liable for injuries caused by defective pharmaceuticals, the Law Commission and Scottish Law Commission recommend in a report published last week.

The Commissions believe that the producer is the person best able to control the quality of the product and insure against claims; and public expectation that drugs on the market will be safe is raised by advertising and by the industry's promotion to doctors. However, the Commissions would not necessarily oppose a central compensation fund for people injured by drugs, whether prescribed or not.

The report, "Liability for defective products" (Cmd 6831, HM Stationery Office, £1.60), describes the Commissions' "firm conclusions" resulting from the response to their consultative document published in 1975. Three main arguments were submitted for treating pharmaceuticals in a different way from other products. One was that drugs only cured disease by interfering with the natural processes of the body and if they were completely safe they would not work; it was urged that a general standard of safety was inappropriate to drugs. Secondly, many drugs were only available on prescription and their suitability was monitored by persons other than the producer and, thirdly, imposition of strict liability might inhibit research into new products.

Defect should be lack of safety

However, the Commissions conclude that the essence of the definition of "defect" should be the lack of safety. While acknowledging that it would not be appropriate to stigmatise drugs as defective solely on the grounds that they were potentially dangerous, the Commissions feel that a line must be drawn between the risks a person may reasonably be expected to accept without complaint and those which went beyond what was reasonable.

A pharmaceutical product may be defective because of contamination or some other error in production—if so, then regardless of whether the producer has been negligent, he should be legally responsible for the risk he created. The fact that the drug may have been prescribed by a doctor, unaware of the contamination, was immaterial, the report says. "Compliance with standards laid down by statutory bodies or licensing authorities can only be evidence, and not necessarily conclusive evidence, that a product is not defective when put into circulation".

The other ground on which a pharmaceutical product may be judged defective is that it has a "design" defect the producer failed to discover at the time of introduction, the report continues. Here again the producer should accept responsi-

bility for injuries, but not if the doctor prescribes the drug inappropriately or the pharmacist misreads the prescription, "The producer's liability should depend on his product's being defective at the time he put it into circulation, having regard to all the circumstances including instructions and warnings that accompanied the product's promotion".

The Commissions believe that strict liability will not inhibit research because market forces provide a strong impetus to new product development and the pharmaceutical industry is not the only industry involved in research.

The Scottish Law Commission agrees that strict liability should be imposed on manufacturers but considers there may be a case for special provisions for manufacturers of certain drugs, particularly prescription medicines because it may be impossible to obtain insurance against some risks in this field and the producer may have insufficient resources to meet the claims in full.

DITB changes basis for levy remission and grants

A new way of financially rewarding firms in the distributive industry for training effort is set out in a new publication from the Distributive Industry Training Board, "Levy exemption, remission and grants scheme, No 1", which is being sent to all levy-payers. The new scheme comes into effect on August 1 and will operate for a shortened "training year" of eight months (to March 31, 1978), instead of the usual twelve months. This is to bring the "training year" into line with the Board's financial year which begins on April 1. Subject to approval, however, the principles of the

new scheme will operate for a further year, until March 1979.

The current basic and bonus grant policies are to be superseded, although the list of special grants remains almost entirely in its old form. The new concepts of levy remission leading to exemption, and key training grants constitute a two-part package. The levy remission scheme, which replaces the basic grants, will enable firms to progress logically to the standards for levy exemption. Firms will no longer have to fill in lengthy grant claim forms and thus many of the records they have been required to keep will not be necessary.

Under the new system companies will be visited by a Board's field training adviser who will complete a record card showing the firm's training performance, and they will qualify for levy remission in the following five successive stages:

- ☐ Defining and communicating the training policy: 5 per cent of levy.
- ☐ Allocating responsibility for training and training the trainers: 10 per cent.
- ☐ Analysing training needs: 15 per cent.
- ☐ Planning to satisfy the firm's overall needs: 15 per cent.
- ☐ Carrying out the plan: 25 per cent.

Firms can thus have up to 70 per cent of their levy remitted.

The key training grants, which will replace current bonus grants, will provide additional financial incentives for firms which make extra efforts to train for the future needs of the industry. They will be made available from August 1, 1977, and are intended to contribute to the training of staff which, the Board believes, will be needed in two or three years' time.

For the period August 1 to March 31, 1978, the following key training grants are to be made:

- ☐ Grants for training in industrial relations skills: 1,000 grants at £1,100 each (total £1,100,000).
- ☐ Training in training skills: 1,000 grants at £750 each for senior executives responsible for training (total £750,000); 50 grants at £1,000 each for management development advisers (total £50,000).

The total sum for distribution in key training grants will thus be £1,900,000.

Firms awarded a key grant will have to train to standards laid down in appropriate training recommendations, a copy of which will be sent to firms requesting a grant application form.

David Mitchell, MPS, Leeds, winner of the Leeds area golf tournament, receiving his Unichem trophy and two silver goblets from regional committee member Michael Bligh, MPS. Second prize, went to Colin Griffiths, MPS, (far right) and third prize to Eric Dobson, MPS. Unichem's Leeds branch manager, John Talbot (second from right) looks on.



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Cosmetics sales fell 4pc in 1976

The conclusion drawn by the latest report from Communications and Marketing Partnership Ltd in their cosmetics and toiletry preparations review for 1976 is that it was a year "that will go down in UK cosmetic history as the year when hyper-inflation overcame the magic and imagery of the cosmetic business".

In overall terms total sales at msp were £375m, an increase of 11 per cent on the 1975 level; but if allowance is made for continuing inflation-induced rise in prices, the market actually declined by 4 per cent when sales are revalued at 1975 prices. A summary of the overall situation concludes that during 1976 prices of all goods and services rose so steeply that, coupled with a policy of strict wage restraint, it resulted in a heavy pressure on family incomes; the evidence in the review suggests that the normally inflation-proof cosmetics and toiletry industry has suffered. But, because the business has always exhibited a resistance to economic downturns, the reviewers believe that 1976 probably represented a low point.

Not all gloom

There are, however, lighter areas amid the gloom, in particular the fragrance category again. Overall this was worth £89m, accounting for 23.7 per cent of the total cosmetics and toiletry market as defined by this review. The overall growth on 1975 was + 21.4 per cent—and sales were 50 per cent above the level in 1974. Prices in 1976 were 17.1 per cent above those in 1975, providing a "real term" equivalent growth of 4.3 per cent. Demand was buoyant throughout the year—only in the first quarter was a small real-term drop in sales recorded and this may well have been due to a carry over of excess stocks from the Christmas period.

Men's toiletries, which started the year disastrously, staged a remarkable recovery in the second term. By the end of the year the market was worth just over £32m at msp, accounting for 8.6 per cent of the total market. The increase between 1976 and 1975 was 15.2 per cent, suggesting a small decline in "real term" demand. It is felt that this decline was due primarily to a slump in demand for men's hair preparations and (to a much lesser extent) in the small category of "miscellaneous preparations". Men's hair preparations packed in aerosols staged a recovery from their low in 1975 and deodorants in aerosol form continue to dominate the market with 81 per cent.

Demand for the make-up category as a whole was buoyant in the first quarter of 1976 but from then on, with the exception of face powders and lipsticks, it be-

came very sluggish. By the end of 1976 the UK domestic market for make-up items was worth a little over £42½m at msp and at this level was only 7.6 per cent up on the market value for 1975. Prices of these items rose during 1976 by 15.4 per cent; taking this into consideration the market declined by nearly 8 per cent. Make-up items account for 11.3 per cent of the total market, a share which has declined from 13 per cent in 1974.

In real terms there was a decline in the skin care market of 4.8 per cent over 1975 figures. At the end of 1976 it was worth just under £46m at msp and accounted for just over 12 per cent of the total market—the third largest category. At £46m the level was 12.1 per cent up on the total reached in 1975, and 31 per cent up on that of 1974. Prices of these products rose by 16.9 per cent in 1976. It is suggested that the volume decline occurred primarily in cleansers, skin foods, moisturisers, multi-purpose creams and lotions, and hand creams. Demand remained sluggish throughout the year, except in the sub-category of sun creams and lotions. In the words of the review: "A look at the level of sales of this category in 1976 brings back pleasant memories of the summer of that year". Sales of sun and other preparations in 1976 amounted to £7½m, an increase over 1975 of just over 43 per cent.

Sales of £94½m for hair preparations include shampoos at almost £23½m. The total market increased by 11.4 per cent over 1975 with shampoos rising by the rather lower figure of 9.6 per cent. Prices of hair preparations were 18.8 per cent higher than in 1975, suggesting a decline in real terms of around 7.4 per cent for the total hair market and 9.2 per cent for shampoos. In fact, all categories of the market declined in real terms except hair conditioners, where there seems to have been a small increase of 4.5 per cent.

Within the category labelled "deodorants, depilatories and other toiletries", sales of unclassified products continue to

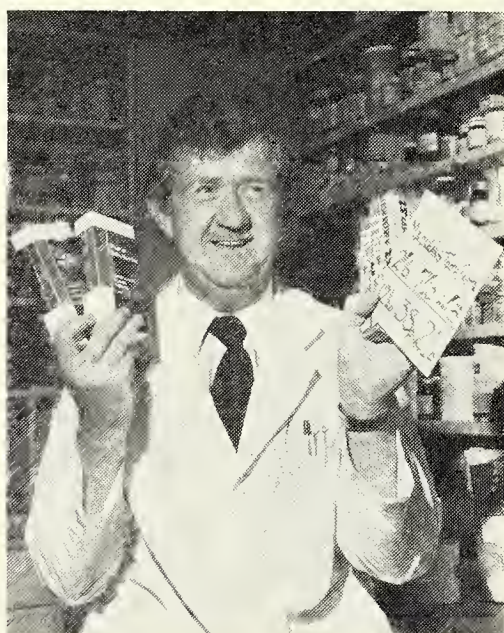
fall away. The reviewers conjecture that this might be because they are gradually being fitted into appropriate categories. Overall the sales of these products amounted to £31½m at msp; unclassified preparations accounted for about one third of this total. Deodorants accounted for just over 62 per cent and sales of the preparations now at £19½m, continue to grow steadily. Depilatories are also continuing to grow vigorously but they are still a small market, worth £1.66m in 1976.

Real growth in denture products

The UK domestic market for dental care products in 1976 was worth about £39½m at msp and at this level it was 4½ per cent higher than in 1975. The market is dominated by dental preparations—sales in 1976 were almost £29m, 74 per cent of the total category, and as prices rose by 12.6 per cent there was clearly a fall back in shipments in real terms. Denture preparations sales, at almost £10½m at msp, were 22½ per cent higher than the previous year and with prices up by an estimated 12.6 per cent a worthwhile real-terms growth occurred.

Only part of the total consumer spend takes place in retail outlets, for the year as a whole retail sales increased by 13.4 per cent and of the retail outlets of interest to cosmetic and toiletry manufacturers, department stores recorded the best performance, an increase of 16.6 per cent. Chemists were "about average", however, with sales up 14.3 per cent. "From a low in the second quarter of the year the trend in chemists has been a strongly improving one", says the review.

Looking toward the year ahead the review feels that the market will remain difficult, with tight budgets continuing to erode brand loyalties. But the forecast is that the situation will gradually ease, and the reviewer's advice is that "to exploit opportunities, promotional tactics must be to offer value for money". The review is from Department of Industry data by CMP, 352 Strand, London WC2.



Mr T. H. Jarrett, of Jarrett's Chemists, High Street, Stourbridge, Worcs, celebrated the Jubilee week with a special offer for his customers. Selected Beecham Proprietary products were sold at their 1952 prices—for example, Macleans toothpaste and Brylcreem at 2s 6d. At these bargain prices, it was necessary to limit customers to two packs each and 211 Macleans packs were sold in an hour and a half, 120 Brylcreem medium size and 192 packs of Silvikrin in 75 minutes. The sale was reported on BBC's "Nationwide" and "Midlands today" television programmes.

People

Mr J. W. A. Shinner won the Caldwell Rose Bowl in the annual tournament arranged by the Ulster Chemists' Bowling Association; runner-up was **Mr T. Magowan**, and third **Mr I. McFarlane**. In the wholesale section the Ulster Chemists' Cup was won by **Mr E. McCann** with **Mr K. Lucas** second and **Mr J. Andrews** third. **Mr Cyril Westgarth**, manager of Unichem's Livingston, Scotland, branch, took part in the Burntisland Pro-am Golfing Tournament, which was held recently at the Burntisland Golf Club, Fife. Mr Westgarth was a member of the winning team of four, with a team score of 14 under par at best ball. Included in the team were local golf professional Mr George Finlayson and Mr Gordon Cairns, who was captain of the 1976 Scottish youth team.

News in brief

□ The index of retail prices for May was 181.7 (1974 = 100) representing an increase of 0.8 per cent on April and 17.1 per cent on May 1976.

□ Contractors in England dispensed during March 27,361,001 prescriptions (16,895,322 forms) at a total cost of £47,942,535—an average of £1.75 per prescription.

□ The City and Guilds of London Institute is proposing to withdraw its dispensing technicians examination from 1981 subject to consultations with the Technician Education Council and the Scottish Technical Education Council.

□ The report by the Working Party on Metrological Control Systems appointed by the Minister for Prices and Consumer Protection to consider the implementation in the UK of the EEC average system of quantity control for prepacked goods has recently been published (HM Stationery Office, price £2.35).

□ The US Food and Drug Administration have proposed to restrict the use of butylated hydroxytoluene (BHT), a widely-used food additive which helps prevent fats and oils becoming rancid, pending the completion of new safety studies. The need for additional testing is not based on any new evidence that the substance may be unsafe at present levels of use, but it forms part of FDA's review of all food additives.

□ A self adhesive label, designed to mark the bicentenary of G. B. Kent & Sons Ltd, the Royal Warrant-holding brushmakers, has won the premier award for two-colour reel-fed label printing in the 1976-77 Fasson Awards. Produced by Dolphin Labels, Brighton, the bicentenary stickers were praised by the judges for the quality of both production and design. The labels carry a miniature portrait of William Kent, the company's founder, set on a narrower band, with lettering and decoration reversed in white out of a sepia ground.

Topical reflections

BY XRAYSER

Further meetings

At its June meeting, the Council of the Pharmaceutical Society agreed to hold a further meeting with related health professions and decided that such should be arranged without delay. From your report, the proposal seems to have met with considerable support from members (p900), though Mr J. P. Kerr questioned the value of such a meeting. He put forward the argument that it seemed impossible to secure agreement between bodies in the Health Service, since each had conflicting desires. Money, he said, was the common denominator, and if more money were to become available then each profession would want first claim. In that, I think Mr Kerr is right, and there might be a parallel to be found in the "community" in Brussels.

Reference was made here last week to the need for collaboration between pharmacists, doctors and other health workers under a system which integrated their activities (Report of Committee of Inquiry, 1941). It might be interesting at this point to consider the reasons given by those in favour of seeking an early meeting of the related health professions. Mr Dalglish believed that there were many areas in which the Society could co-operate in overall strategy and that pharmacy had a fundamental right to participate in discussions concerning the running of the NHS. I feel that Mr Kerr would not take exception to that, any more than I would.

Professor Beckett supported a continuation of the discussions for a different reason. The professions as a whole were being attacked and the more they could get together to influence public opinion the better for all concerned. One of the nominees of the Privy Council—Mrs C. M. Puxon—pointed out that by getting together, the professions had an opportunity of learning something of each other's problems. Again, the view is perfectly rational. Many such opportunities arise from day to day.

But there now seems to be some doubt as to the original purpose of such a joint meeting. At the May meeting of Council, Mr J. P. Bannerman said that the relationships between the professions would be improved; the views of pharmacy would always be taken into account (though the letter of Mr K. W. Youings last week doubts that), and that the health professions could avail themselves of much more "muscle" than if they acted alone. It was to the third reason that Mr Kerr took exception, and although Mr Bannerman was quick to assert that he did not think any of the parties were thinking of an organisation as such, his reference to not acting alone left one wondering.

Differences

At the May meeting Mr A. Howells expressed concern about the differences between the various professions, which were, he said, so great that he would hesitate to go into a political union with them. It seems, then, from the reports which have been published that there has been, somewhere, a hint of the meetings being preliminary to some kind of political action. Money, said Mr Kerr, was the common denominator. I am inclined to agree. The original purpose of getting together was not for the purpose of forming a trade union. But perhaps I misread the signs, which do not seem to point to that collaboration envisaged in the report of the Committee of Inquiry.

Counter prescribing

Despite some sound advice from Mr J. A. Myers and Dr Adamson, the Council agreed to issue tape/slide presentations covering "chest pains", amongst other conditions deemed to be suitable for "Counter-prescribing". I imagine most pharmacists would do as Dr Adamson suggested and immediately refer the sufferer to the doctor or hospital. Mr Myers might have questioned coughs and diarrhoea. Both might be as suspect as chest pains. Caution must be the watchword.

New products

Babycare

Starter sizes from Heinz

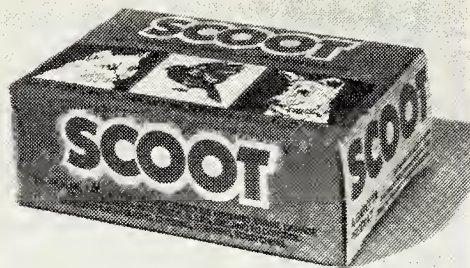
A new size can of babyfood, aimed specifically at mothers about to introduce their babies to solid foods, has been launched by H. J. Heinz. The 3 oz starter sizes (£0.08½) will be available in five of the most popular varieties—bone and vegetable broth, chicken and vegetable broth, fruit dessert, egg custard with rice and banana dessert. The can itself is two-thirds the capacity of cans in the range of strained and junior varieties and should stack three-for-two in the company's existing display units.

Heinz believe that the new size is the ideal unit to help nursing mothers "bridge the gap" between milk and mixed feeding; their research indicates a 70 per cent level of intention to purchase among mothers weaning babies. Babyfood brand manager Bill Wilson expects the introduction to stimulate increased sales in the sector.

At the same time, Heinz are launching a range of new growing up meals to replace toddler foods. Again the aim is to help the child's feeding development, this time in progressing from smoother textures onto the more chewy texture of grown-up food. The formulation of the four new varieties offer nutritionally balanced recipes of diced vegetables and meat prices to help infants to learn to feed themselves.

Varieties available in growing up meals are vegetable and beef dinner, pork dinner with vegetables and macaroni, lamb dinner with vegetables, beef dinner with carrots and spaghetti shells (7½ oz, £0.18).

Special introductory deals will be available on both new ranges to generate price reductions, and consumer interest will be further stimulated by mention of the new varieties in Heinz "From Milk to Mixed Diet" booklet. Heinz heavy investment in advertising support will be maintained, with regular advertisements in baby



annuals, mothercraft magazines and general interest womens magazines. Money-off coupons featuring in specialist publications will further stimulate consumer trial. (H. J. Heinz Co Ltd, Hayes Park, Hayes).

Gardening

Bird and animal repellent

Garotta Products are expanding their range to include the distribution of Scoot, an animal and bird repellent based on synergised aluminium ammonium sulphate and said to be harmless to man and all animals. Scoot helps to control bird damage, and discourages dogs and cats from fouling and digging in the garden. It is applied in solution over plants or as a dry powder directly onto the ground, offering protection for up to six weeks. Scoot is packed in heat sealed polythene bags (200g, £0.94), in cardboard cartons and distributed in outers of 12. (Garotta Products Ltd, Station Mills, Bute Street, Luton, Beds LU2 2HE).

Cosmetics and toiletries

Everlash semi-permanent lashes

Everlash, which has been available in this country as a salon and beauty service since 1972, has now been introduced in a retail do-it-yourself kit. The Everlash home packs (£2.75) supply lashes in a variety of styles, lengths and colours and once fitted the wearer is said to be able to sleep, swim, shower or even take a sauna without fear of losing them. The Everlash will grow out at the same rate as a natural eyelash, generally four to six weeks (Everlash, Prince of Wales Buildings, Cord Street, Southport, Merseyside).

Aviance from Prince Matchabelli

Prince Matchabelli have launched their new fragrance, Aviance (C&D, June 11, p857) which will be available for sale in September. It is a perfume with an initial floral bloom and "frisky green undertones" which promises to release the hidden side of the user's personality, transforming a working mum into a lover, according to the advertising copy. The initial collection comprises 7.25ml parfum (£7.00), eau de toilette 52ml (£3.00) 115ml (£5.30), eau de toilette atomiser 23g (£2.30) 45g (£3.50) 90g (£5.50), perfumed talc (£1.50) and perfumed dusting powder (£5.50). The packaging, a sculptured combination of silver and gold, is also intended to reflect the "essential duality of women's nature" (Prince Matchabelli, Victoria Road, NW10).

Arden's eye shadows

Elizabeth Arden have introduced ten frosted eye shadows in a new powder formula which is said to stay fresh and smooth through hours of wear. Silky eye shadows (£1.50) will be available in soft smoke, tobacco brown, sea pearl aqua,

wild teal, indigo, blue bell, forest fern, pastel green, honey light and golden grape and will be presented with a sponge tip applicator in a square art deco compact with a see through lid for simple shade selection. Four slimline eyebrow pencils (£1.00) have also been added to the range. All products will be available for sale on July 1 (Elizabeth Arden Ltd, 20 New Bond Street, London W1A 2AE).

Revlon's Super Nails

Super Nails (£0.59) have been introduced by Revlon. In eight high-gloss colours—pure frost, crystal pink, diamond rose, glossy red, lacquered wood, caramel ice, apricot ice and clear—the enamels are a combination of a nail hardener and nylon and are described as giving the nearest thing to bionic nails (Revlon International Corporation, 86 Brook Street, London W1Y 2BA).

Sundries

Airwick Loo Guard

Airwick (UK) Ltd have introduced a Loo Guard toilet block (£0.30). It is an under-the-rim block which creates a cleansing foam to freshen and clean the bowl after every flush and kill bacteria. It is adjustable to suit most toilet suites and is refillable (refills £0.17). This product will primarily be available in the north and will be supported with television advertising (Airwick (UK) Ltd, Manchester Old Road, Rhodes, Middleton, Manchester).

Trafalgar watches

A British manufactured range of LCD electronic watches has been launched by the Trafalgar Watch Co Ltd. This represents the successful establishment of UK production resources for the manufacture of advanced electronic watches. It combines, says the company, the very latest technology, British semi-conductor expertise and engineering skills. The watches offer several unique features, including a stop-watch mechanism and Betalight, self-contained permanent light source which illuminates the time display in darkness without battery power and without pushing a button (£29.50). It is the company's intention to develop the market for these watches through pharmacies (Trafalgar Watch Co Ltd, Trafalgar House, Grenville Place, Hale Lane, London NW7).

Continued on p920





Why our new name will be a tonic for you

All products formerly marketed under the name Glaxo Farley Foods Ltd., will now be marketed under the new name Farley Health Products Ltd.

At the same time, Farley Health Products will market Haliborange, Minadex and Adexolin: and these three products will be supplied only to chemists – providing a nice little tonic to your sales.

Farley Health Products is, of course, a Glaxo Group company. And that's a name you've known and trusted for half a century.

Farley Health Products Ltd.
A Glaxo Group Company

Complan . Farley's Rusks . Farex Fingers . Farlene . Farex
Farley's Baby Rices . Ostermilk . Adexolin . Casilan . Glucodin
Haliborange . Minadex

New products

Continued from p918

Haircare

Hazel hair shampoo

Etichem Ltd are introducing their new witchhazel shampoo, Hazel Hair (£0.39) for greasy hair, in the London area from June 27. The product will be advertised on Capital Radio and in *Girl About Town* magazine. Initial stocks include a "twist-a-brush" consumer offer and each cello-wrapped one dozen contains two counter displays of six with crowners. (Etichem Ltd, 2 Mansfield Road, South Croydon, Surrey CR2 6HN).

Photographic

Lower-cost SX70 photos

A new inexpensive non-folding camera for SX-70 photography has been announced by Polaroid. The Polaroid 1500 Land camera is similar in design to the 2000 and 3000, with most of their major facilities except that the 2000 features a more professional, fine-grain black-matt finish and a deluxe 35 mm-type lens bezel and the 3000 incorporates a coincident-image coupled rangefinder. The 1500 is in high gloss two-tone brown and has a basic trade price (one to nine) of £32.96. All the accessories in the 186 kit are suitable for the 1500. (Polaroid (UK) Ltd, Ashley Road, St Albans, Herts AL1 5PR).

Equipment

Ultrasonic homogeniser

The model 4 ultrasonic laboratory homogeniser, manufactured by Ultrasonics Ltd, Otley Road, Shipley, Yorks, is used for preparing emulsions of liquids and dispersions of non-abrasive powders in liquids, creams and pastes. It is suitable for development work and for small scale production as several litres of emulsion can be made up in a few minutes. A variety of formulae can be assessed rapidly and the results scaled up to production level using an industrial homogeniser.

Quantities as small as 250ml can be processed; for larger quantities the machine will operate at two litres a minute, and occasional batches of up to 40 litres can be processed. The Model 4 comprises an ultrasonic homogenising head, gear pump, two heat-resistant glass vessels, control valve, flexible coupling, electric motor and fibreglass cover. The control valve permits flow from either or both the glass vessels to the homogenising head. It is a fully enclosed system capable of processing products without aeration.



Prescription specialities

OCUSERT therapeutic systems

Ocusert systems are placed in the upper or lower conjunctival sac where they release pilocarpine continuously. The systems consist of a core reservoir of pilocarpine surrounded by a membrane which controls the drug's diffusion into the tear fluid. Decrease in intra-ocular pressure is fully established within 1½ or 2 hours and is maintained for seven days.

Manufacturer May & Baker Ltd, Dagenham, Essex RM10 7XS.

Description Elliptically-shaped units, clear except for the opaque white margin. Pilo-20 and Pilo-40 release 20 and 40 mcg per hour for one week when placed in the conjunctival sac and contain 5 mg and 11 mg pilocarpine respectively. Pilo-20 measures 5.7 x 13.4mm, Pilo-40 5.5 x 13 mm on its axis.

Indications Control of elevated intra-ocular pressure in glaucoma

Contraindications When pupillary constriction is undesirable, such as glaucomas associated with acute inflammatory disease of the anterior segment of the eye. Should not be used in infectious conjunctivitis or keratitis except on specialist advice. Damaged or deformed systems should not be used; those associated with unexpected increases in drug action should be replaced. Safety in patients with retinal detachment or filtration blebs has not been established. Ciliary spasm is not a contraindication unless the induced myopia is debilitating

Dosage Pilo-20 will usually control a patient previously controlled by 1 per cent or 2 per cent pilocarpine eye drops; a patient who has used higher strengths of drops may require Pilo-40, but there is no direct correlation between the two strengths of Ocusert and the strength of pilocarpine eye drops necessary to achieve the required reduction of pressure. The systems reduce the amount of pilocarpine required so Pilo-20 may be used initially irrespective of the previous strength of drops, transferring to

Pilo-40 if necessary. The unit should be replaced every seven days. Release rate is not influenced by carbonic anhydrase inhibitors, adrenaline eye drops, fluorescein, local anaesthetics, antibiotics or anti-inflammatory steroid eye drops. As pilocarpine-induced myopia may occur during first few hours, patient should be advised to place the system in the conjunctival sac at bedtime. By morning the induced myopia is stable. Placement in the upper conjunctival sac is often more acceptable in patients having difficulty with retention of the system. For best retention, the unit should be moved before sleep to the upper conjunctival sac, should it slip out during sleep, its effect continues for a time comparable to that following instillation of drops. The patient should be told to check for the presence of the unit before sleep and on rising. May be used with contact lenses

Precautions Patients should wash hands thoroughly with soap and water before touching the systems. If a displaced unit contacts unclean surfaces it should be rinsed with cool tap water before replacing. Bacteriologically contaminated units should be discarded. Systemic reactions consistent with increased rate of absorption from the eye for an autonomic drug, such as adrenaline, have been observed; in rare instances reactions can be severe, use of pilocarpine eye drops should be considered when intense miosis is desired. Irritation from pilocarpine may require cessation of therapy. True allergic reactions are uncommon but require discontinuation of therapy. Miotics can occasionally precipitate angle closure by increasing resistance to aqueous flow from posterior to anterior chamber. Miotics may also cause retinal detachment

Side effects Some patients may experience signs of conjunctival irritation, including mild erythema with or without a slight increase in mucus secretion at first; signs tend to lessen after the first week. In rare instances of sudden increase in effects has been reported.

Storage In a refrigerator at 2° to 8°C

Packs Box of eight sterile systems, providing four weeks medication (£14.90 trade).

Supply restrictions P1, S1

Issued June 1977.

on TV next week

Ln—London; M—Midiands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Glamplan; E—Eireann; CI—Channel Island.

Anadin: All areas

Crest: All except G, E

Complan: Lc, So, A, Y, NE

Mum Rollette: All except E

Norsca: Y

Optone: Lc

Optrex: A

Poly Simply Sensational: Ln, So, M, MW, We

Soft & Gentle: All areas

Vitarich: Lc

Vitapointe: Lc, M, Y

Wilkinson Sword blades: All areas

America's Successful Diet-Aid is here!

bran-slim

6 CALORIE BRAN TABLETS AND DIET PLAN

The Natural Way to get Your Share of the £10 MILLION SLIMMING MARKET

The Proven Profit-Maker

Proven in America and ready to do a smash profit job for you. Bran-Slim Tablets and Diet Plan are a highly effective appetite suppressant combining the benefits of a high fibre diet and an effective slimming aid.

Backed by £100,000 Television and Print Advertising Campaign

We're spending £70,000 in leading women's magazines and newspapers and £30,000 on Television throughout the Midlands, Lancashire and Trident. Our thrust has never been greater... the rewards to you are practically unlimited.

No Drugs, No Stimulants, Non-Habit Forming

Bran-Slim is natural, nutritious and fibre-full. The answer to today's nature-conscious, health-conscious diet market.

Bran-Slim is Quality

Bran-Slim is produced by Thompson Medical Company — one of America's most respected and successful medical companies with a strong record of profit.



BRAN-SLIM INTRODUCTORY OFFER

BUY 11 and get

1 FREE

(8 $\frac{1}{3}$ % OFF)

BRAN-SLIM IS AVAILABLE NOW FROM YOUR
LEADING WHOLESALE

THOMPSON MEDICAL COMPANY, LTD.
Cunard Road, North Acton, London, NW10 6 PN

Just big bottles. Just great things in them.

Just sweet success.

Just snatched the lead in the bubble-bath market. Just a matter of time for the rest of the range.

Just how was it done?

Nice prices for beautiful products, out-classing many pricier ones. The crafty secret: not a penny wasted in the making or the marketing.

We simply put our all into JUST. And that's all you and your customers pay for.

Just JUST. Lots of JUST.

Just put JUST on show and watch it take off.

Just miraculous.

JUST Bubble Baths: Pink, Blue or Green

JUST Cream Bath

JUST Herbal Baths: Pine or Cologne

JUST Shampoos: Egg & Protein, Beauty, Family, Lemon, Herb, Cream-Conditioner

Fleur Beauty Products

Butterly Hill, Ripley, Derbyshire Telephone: 44266

JUST is just JUST.





Not only a better ostomy system...

Hollister produces a most comprehensive and technically advanced range of stoma bags and accessories. In the last few years they have pioneered many developments in both design and materials that have established new standards in stoma care.

Hollister appliances are designed to restore the self-confidence and independence so important to the patient when picking up the threads of a nearly normal life style. You can

recommend a perfectly fitting bag made of odour-resistant plastic with a Karaya Gum Seal to prevent leakage and protect sore skin when you supply Hollister products. You can also recommend a variety of adhesive bags and accessory products.

Hollister bags are comfortable to wear, secure, virtually undetectable in everyday use and simplicity itself to change. But that is only part of the story.

...also a better service

To provide the vital link between the patients leaving hospital and their total independence, we have our own Stoma Advisory Service. Specially trained nurses are available to you and your customers to advise on all aspects of stoma care.

In support of this personalised service we also supply literature and other aids to help patients to deal with problems they encounter. We need your help to make this service widely available. Together we could help a lot of people—ring me on Sheerness 3371 (Ext. 334).

Send them home happy with HOLLISTER★ appliances.



To Abbott Laboratories Ltd, Queenborough,
Kent ME11 5EL.

Please send me more information on the
Hollister range of ostomy products.

Name _____

Position _____

Address _____

HO 334

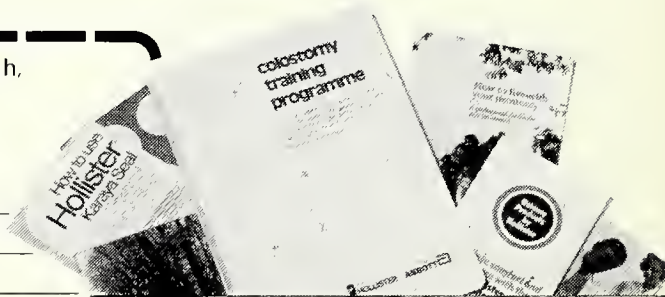


A product of

HOLLISTER

Available from
ABBOTT

•TRADE MARKS OF HOLLISTER INCORPORATED CHICAGO ILLINOIS U.S.A.



Trade News

Us on radio

Johnson Wax Ltd, personal care division, Frimley Green, Camberley, Surrey, are mounting what they describe as "the biggest ever advertising campaign for a single brand" on commercial radio from June 27. The six week campaign for Us antiperspirants has a budget of £150,000 which means an average of ten spots a day per station. All commercial radio stations will be used, including Radio Luxembourg, and this is the first burst in a "heavyweight" programme of radio and television promotion above and below the line planned for the brand this year. Point of sale material has been devised highlighting the value for money benefit of the recent reformulation which the company says means the consumer now gets 25 per cent more spray per can than previously. Dumpbin cards and shelf edgers will be available to stockists from July 2 and radios are being offered as an incentive for them to display. The company is staging a nationwide talent competition in conjunction with the radio campaign. In-store leaflets and proofs of purchase will entitle consumers to nominate amateur groups of singers to local radio stations and these will be auditioned at regional heats. The winning groups will go through to a national "Us Sounds Spectacular" final.

Schwarzkopf campaign

The new advertisement for Batiste shampoo from Schwarzkopf Ltd, Penn Road, Californian Trading Estate, Aylesbury, Bucks, majors on the dry shampoo, but mention is also made of the other shampoo in the range. This commercial follows the Lady Godiva advertisement and is aimed at the 16-24 year olds. It will be backed by a Press campaign in the autumn in such magazines as *Jackie*, *Mates*, *Cosmopolitan* and *19*.

The company is also placing full page colour and double page black and white advertisements for the Corimist range in women's consumer magazines such as *Woman*, *She*, *Woman and Home* and *Woman's Journal*. This year Schwarzkopf have centred their campaign around the soft feeling of silk. With the Corimist products adding "lustre, life and the sheen of silk to dry hair", the company felt that the feel of a silk dress from Cardin and silk stockings from Funn would symbolise the sensuous feeling of beautiful hair.

Bronnley introduce lime fragrance

H. Bronnley & Co Ltd, 10 Conduit Street, London W1R 0BR, have introduced a lime fragrance to their lemon citrus fruit range. A complete set of complementary bathroom products ranging from lime shaped soaps in two sizes, to bubble bath (£1.15),



hand lotion (£0.89) and a wooden-crated jumbo lime-on-a-rope (£1.59) features the new "spiky, refreshing" lime fragrance. The company feels that this fragrance is particularly suitable for summer and is launching it for "the hot end of the summer weather". Trade deliveries will be from mid-June.

Gillette's cricket contest

Eleven Gillette users could win up to £250,000 in a cash cricket promotion being launched this year by Gillette Industries Ltd, Great West Road, Isleworth, Middlesex. As winners of the competition they will be the company's guests at the Gillette Cup Final in September and will collect £1 for every run scored in that match. The competition will be held in two stages, first the entrant will collect a free leaflet, which carries a spot the ball cricket picture, from any stockist or from one of the 30 million advertisements that will appear in the national Press. Each entrant may place up to sixty crosses marking the position of the ball, but every ten crosses must be accompanied by proof of purchase. The eleven entrants who place their cross nearest to the ball's position will go to Lords and qualify for a big win on the

Continued on p926

Success. Unqualified success.



Deep Cleansing Tonic sales
have gone through the roof; so much so,
that we're backing it with even heavier
advertising with big impact spaces in the **Sun** and
Sunday Mirror – through May, June and July.

Make sure Deep Cleansing Tonic is
on your self-select shelves.

When they see it, they buy it!

Deep Cleansing Tonic works.

For chemists' sales, as well.



DEEP CLEANSING TONIC



good news for oily skins.

Trade News

Continued from p925

Ladbroke's Gillette Cup book, which comprises the second stage of the competition. Pay-outs range from £200,000 if six sixes are hit in one over to £1,000 if rain stops play. Display material is available for in-store promotion of the competition, and a special trade competition for retailers who display the Gillette cash cricket promotion is being run in parallel to the consumer competition following a similar pattern.

Sanpro from Bowater-Scott

Directors of Molnlycke AB, Gothenburg, Sweden, and Bowater-Scott Corporation Ltd, Bowater House, 69 Knightsbridge, London SW1X 7LR, have reached agreement on joint ownership of Sancell Ltd, a Molnlycke-owned company which markets Libresse, Comfort and Pennywise brands in the UK. The exact date when Bowater-Scott will take over the marketing and sales of these brands is not yet finalised but should be within one or two months. Until then, orders should be addressed to Molnlycke Ltd, Sancell House, Harpenden, Herts.

Lady Remington advertised

Sperry Remington consumer products, Apex Tower, Malden Road, New Malden, Surrey, are continuing their personal care advertising campaign with what they describe as "an unusually outspoken" advertisement for the Lady Remington de luxe shaver model. Headed "the good, the bad and the ugly", the double page spreads describe the way women treat their legs, alongside illustrations of legs smothered

in depilatory cream, of legs being given the soap and wet razor treatment and of legs being given "good" treatment with the Lady Remington. This advertisement is only one facet of the company's current campaign in *She*, *Cosmopolitan*, *Good Housekeeping* and *Living*, scheduled to run through to December.

Chekwater becomes 'fruitier'

The orange and lemon flavours of the Chekwate range of low calorie fruit drinks from Beecham Foods, Beecham House, Great West Road, Brentford, Middlesex TW8 9BD, have been reformulated to give them a "fuller fruitier flavour with the expected sweetness of a fruit drink but without that characteristic bitter saccharin aftertaste", says the company. This is brought about by a new technique which makes better use of fructose. Chekwate is said to contain less than five calories per fluid ounce. There are now four flavours in the range:— orange, lemon, grapefruit and lime. The launch of the reformulated flavours is being backed by Press advertising throughout the year in the four main slimming magazines and a further boost of full page colour advertisements in women's general interest magazines during the summer.

Predictor advertisements

After advertising Predictor on the London Underground last year Chefaro Proprietaries Ltd, Crown House, London Road, Morden, Surrey SM4 5DZ, say that sales rose by 60 per cent. This year they have decided to advertise nationally by taking half pages in women's magazines. Altogether the company says that they are spending £135,000 on backing Predictor, including in-store display units, till and window stickers.

French jubilation

French & Scott Ltd (French of London), 717 North Circular Road, London NW2 7AL, have extended their 5 per cent discount offer on orders including their French Balsam hair treatment. The 5 per cent discount is being increased by a



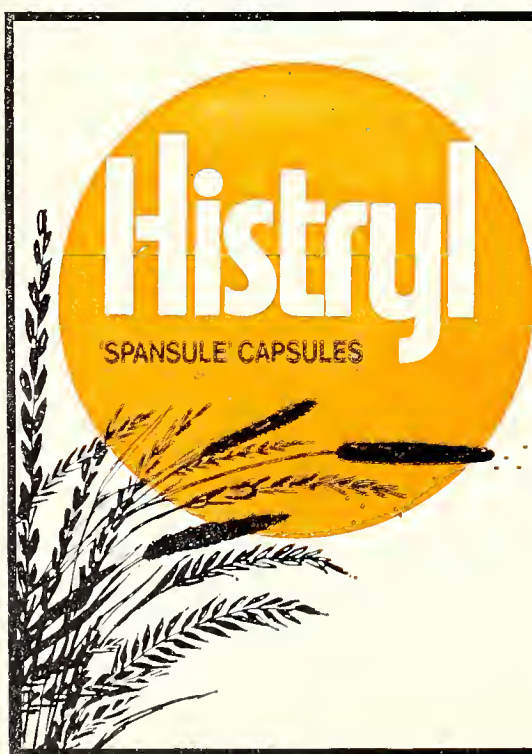
further 5 per cent as a Silver Jubilee celebration event and remains in force until the end of June. All orders over £15 will qualify for the additional 5 per cent and if the Balsam hair treatment is included then the discount is increased to 10 per cent over and above the normal quantity discounts from the company.

Caperns pet foods

Spillers Ltd, Old Change House, Cannon Street, London EC4M 6XB, report a good early response from the trade to the purchase incentives offered in a nationwide promotion on the revamped range of Caperns products. The range now has a strengthened corporate identity with brighter redesigned packs for budgie grit, canary mixture, Avisand and pond fish food. During the promotion period this month special, medium and large sizes of Tydisan are flashed with a 1p reduction. Selective trade bonuses are available on all the other Caperns lines.

Halls Hudnut offers

Halls Hudnut, Chestnut Avenue, Eastleigh, Hands SO5 3ZQ, are promoting Listerine mouthwash via a "breath beauty" offer aimed at strengthening the product's oral hygiene image. The offer consists of a free mouthwash tumbler, embossed "Listerine", which is banded to the 395 ml bottle, and a mail-in offer for a combined toothbrush, tumbler and tumbler holder. The set, normal price £1.20, will be offered at £0.75, and will be merchandised via a neck tag on the 197, 395 and 602 ml bottles. The offers will be given television support



Hay fever protection that chemists don't sneeze at

Every pocket-pack of 'Histryl' offers your customers rapid relief and sustained protection from hay fever symptoms.

The 'Histryl' seasonal offer:

- * **Low Outlay** Only £4.00 per outer of 12 charged as 10 (excluding VAT)
- * **High Profit** Retail price of 65p (including VAT) per pocket-pack means a profit of £3.17½ per outer.

Available from your usual wholesaler.

'Histryl' and 'Spansule' are trademarks

SK&F

Smith Kline & French Laboratories Limited,
Welwyn Garden City, Hertfordshire AL7 1EY.

in the London area and backed up by promotional display outers.

The company is also running an introductory offer of three free twin injector blades with the new Schick II blister razor pack. An additional bonus of a 15p cut-out coupon printed on the back of the pack is redeemable against the next Schick blade purchase.

Wright's look for bowlers

Wright's coal tar soap from LR/Sanitas Ltd, Sanitas House, Stockwell Green, London SW9 9JJ, is entering a joint sponsorship with the *Sun* newspaper to find new, young, fast bowlers for England. The competition, which is open to young men between 16 and 21 who have endorsement from their sports master, headmaster or local cricket club, is being launched with the start of the series between England and Australia. After a preliminary selection process, a number of winners will go forward to four regional finals in August, and five winners from each region will compete in a national final, to be judged by Alec Bedser, the ex-England fast bowler.

LR/Sanitas are donating a year's cricketing scholarship to the winner who will also receive the Wright's coal tar/*Sun* trophy. All the national finalists will receive cricketing equipment from the company.

Philips Earlybird offer

Philips Electrical Ltd, City House, 420 London Road, Croydon, Surrey CR9 3QR, are offering "Earlybird" free gifts on orders of twelve or more fan heaters, electric blankets or any mixture of both, placed between July and September. The earlier orders are placed, the more valuable the gifts, says the company. The gifts include soda syphons, heaters, cameras, winter break holidays, pocket calculators, digital watches, bicycles, brief cases and television games. An order placed containing the appropriate number of units must be endorsed by a wholesaler and sent to the Earlybird office by the relevant closing dates. Additionally, for each delivery month there will be a holiday draw with four holidays for two to be won—order in July and the holiday is in the Greek islands, in August Majorca and in September, Paris. It is necessary to ensure that wholesalers send claim forms into Philips in time for the three draw dates—August 10, September 17 and October 22.

Immac shorts

International Chemical Co Ltd, Chenies Street, London WC1E 7ET, are offering consumers a pair of shorts for £1.75 with every purchase of Immac cream, lotion or spray. This promotion is being backed with point of sale material, Press advertising and television coverage.

Drakkar racing

Guy Laroche (Parim Ltd) 14 Grosvenor Street, London W1X 9FB, have recently concluded negotiations concerning a major sponsorship programme in marine sport in support of Drakkar. The sponsorship provides backing for Cees van der Velden, one of three European drivers in the powerboating "Team Mercury" and a renewal of the Drakkar backing for the



Royal Motor Yacht Club's Needles International Trophy race for offshore powerboats.

Chap Stick competition

A competition open to all stockists of Chap Stick from A. H. Robins Co Ltd, Redkirk Way, Horsham, West Sussex, involves placing in correct order a number of statements about the product plus a tie-breaker question. Prizes, which include a fortnight's holiday for two in the Seychelles, another holiday for two in Tunisia and 15 barbecues, will be awarded only to retailers displaying Chap Stick on the special summer display stands.

Slimming food study

The Economist Intelligence Unit Ltd, Spencer House, 27 St James's Place, London SW1A 1NT, has published a study entitled "The United Kingdom market for slimming, dietetic and health foods" (£4.50) which looks at the market size by product, at the manufacturers, brand shares, marketing methods, distribution, prices and margins, forecasts for 1980 and consumer research. The study sets out to provide a definitive research document in substantial depth.

Oxygen sets discontinued

The Walter Kidde Co Ltd, Belvue Road, Northolt, Middlesex, have ceased manufacturing and marketing new supplies of medical oxygen equipment, including the HS oxygen set. Supplies will be maintained until stocks are exhausted but servicing, repairs and supply of spares will continue until 1981 when it is anticipated that such servicing and spares will be obsolete.

Trio-kit stocks

When present stocks of the de luxe (leather) Trio-kit (TK4) are exhausted no further orders for this item will be taken by Smith & Nephew Pharmaceuticals Ltd, Welwyn Garden City, Herts.

Je suis campaign

Yardley of London Ltd, 33 Old Bond Street, London W1X 4AP, are spending £220,000 on a television campaign for Je suis perfume, scheduled to start on July 6. The commercial, described as romantic, memorable and highly evocative has prompted special display material to be

devised to reflect the "easy elegance" of the product. Plans for further campaigns are still in the pipeline.

Jubilee Autostar

To commemorate the Queen's Silver Jubilee, Agfa-Gevaert Ltd have introduced a special Jubilee Autostar pocket camera. Each carries a silver-and-black Jubilee crest on the top, blending well with the camera's black and silver casing. The camera comes complete with a wrist cord and CNS colour print film and, for display purposes, lid insert printed in black on silver board. Orders will be taken by the Agfa-Gevaert sales force. Retail price is expected to be under £10.

Meal-in-a-glass zero-rated

Simbix Meal-in-a-glass (Ashe Laboratories Ltd) has been declared zero-rated for value added tax, according to Customs and Excise. The current issue of the *C&D* Price List should be amended accordingly trade and recommended retail prices remain as shown in the List.

Christmas trade shows

Goya International Ltd, 161 New Bond Street, London W1YN 0LN, have moved their Brighton venue from the Hotel Metropole to the Grand Hotel between July 3-6 (*C&D*, June 11, p850).

Unichem's baby bonanza

Following their Silver Jubilee promotion, Unichem Ltd, Crown House, Morden, Surrey, have devised a "baby bonanza" trade promotion in which the first prize is Ford's "brand new baby, the Fiesta". The promotion incorporates a group of special offers covering all "baby" needs from gripewater to shampoo, nappies to orange juice and runs July 1-29. Competition entry forms are being sent to all customers and entrants have to list in order of importance, five given features of the new Ford Fiesta, and complete a tie-breaker. Prize winners will be notified by post by August 30.

Numark promotions

From June 27 for two weeks the Numark products on promotion from Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wilts BA12 9JU, include: Silvikrin shampoo and hairspray, Libresse Pennywise, Andrex, Mum Rollette, Kleenex Boutique, Grecian 2000, Lady Grecian, Quosh fruit drinks, Robinsons baby foods, Crest, Optrex Eye Dew and make up remover cream. Optional extras include Feminax, Germolene and Germolene new skin.

The company is also holding a mother and baby promotion between August 15 and 27 including Heinz baby foods, Johnson's baby powder, Nu Soft disposable nappies, Matey, Farley's rusks and Tender Touch. This promotion will be supported by a full page advertisement in the *TV Times* and a four page insert in *Mother* magazine featuring over £1 worth of coupons and a free entry competition, "Win your baby's weight in silver coin".

ICML are also introducing six products under their Nuhome label: cream cleanser, power bleach, washing-up liquid, floor and wall cleaner, fabric conditioner and softener and a pine disinfectant.

H. Steinman 'Conference grant' set up

A fund to cover the expenses of a student attending the British Pharmaceutical Conference has been set up in honour of Mr Harry Steinman OBE, FPS.

Mawdsley-Brooks & Co Ltd, the Salford wholesalers, are providing a £50 covenant each year for seven years. The Harry Steinman Grant will be awarded to a pharmacy student, probably second year, at Manchester University. The student selected will be one showing a balance of academic ability and interest in the profession, and the first award will be made next year.

The grant was announced during a testimonial banquet held at Manchester's Hotel Piccadilly last Saturday to mark Mr Steinman's "retirement" from pharmaceutical public life (an account of his political career was given in *C&D*, April 23, p574). Mrs Estelle Leigh, president of the Pharmaceutical Society, paid tribute to Mr Steinman and presented him with two colour television sets bought with the £1,000 donated by various organisations, pharmacists and friends all over the world. Some 170 banquet tickets were sold.

Others paying tribute were:—Mr Ken Birch, chairman, Manchester & Salford Branch, Pharmaceutical Society; Mr George Rillie, chairman, National Pharmaceutical Association; Dr T. D. Whittet, chief pharmacist, Department of Health, (who also conveyed the good wishes of Mr David Ennals, Secretary for Social Services); Mr W. M. Darling and Mr J. P. Kerr, past presidents of the Pharmaceutical Society; and Mr J. Tomlinson, chairman of the banquet's organisation committee.

Expressing his thanks, Mr Steinman said pharmacy had been his life and always would be. During the whole of his political career he had sought to unite pharmacists through the co-operation of the profession's three main bodies—the Pharmaceutical Society, National Pharmaceutical Association and Pharmaceutical Services Negotiating Committee—and he applauded their closer co-operation in recent months. The economic strength of the profession had never before been so important and had never before been so threatened.

Economic viability could not be divorced from professional service and, again more than ever, public support for pharmacy would depend on the service offered, "we as individuals are the best ambassadors for our profession", he said. "By our own conduct will the rest of us be judged and we should not fail each other".

Regrettably, illustrations of the presentation are not available because of a failure of the photographer's equipment—Editor.



The top table, left to right: Miss Ivy Roberts (vice president, Manchester Pharmaceutical Association), Mr J. C. Leigh (former chairman, National Pharmaceutical Union), Mrs Estelle Leigh (president, Pharmaceutical Society), Mr Harry Steinman, Mrs S. Steinman, Mr Ken Birch (chairman, Manchester and Salford Branch, Pharmaceutical Society), Mrs Birch, Dr T. D. Whittet (chief pharmacist, Department of Health), Mrs Whittet, Mr J. Tomlinson (chairman of the banquet's organising committee), Mrs Tomlinson, Mr W. M. Darling (former president, Pharmaceutical Society). The two lower pictures give an overall impression of the gathering.

PSGB Anglia Region conference Cambridge

Why pharmacies should be in health centres

Pharmacists have got to be involved in health centres and must not become isolated from other professionals. That was stated by Miss Margaret S. Steane, area pharmaceutical officer to Cambridgeshire AHA (teaching) at the Anglian Region Conference held in Cambridge on Sunday.

In a paper "The APhO and the general practice pharmacist", she said that health centres were here to stay, but the pause in their development gave an opportunity to consider pharmacy's attitude. Within the health centre, pharmacists could take part in a different type of discussion, over coffee, for example, than was possible over the telephone from the general practice pharmacy. Miss Steane believed that pharmacists could continue to give general health advice to the public within the health centre, which, for the future, she saw as a place the public would visit at any time of day. It might help if there were a door into the pharmacy from the outside as well as the inside of the centre.

Patient registration

The speaker advocated patient registration with pharmacies so that the pharmacist could be aware of the treatment history, but the value would be lost if it were applied only to medicines on prescription and the aim must be to include OTC medicines, reducing the range that could be bought from other shops. There must, of course, be reasonable access to pharmacies. With the patient registration there would be strong arguments in favour of extending the range of medicines that could be supplied by the pharmacist without prescription. It would also be easier to make payments to the pharmacist on the basis of his availability for consultation as opposed to per item of service.

Earlier Miss Steane had pointed out that APhO's were still developing their roles and that their responsibilities had extended beyond the hospital services into the local authority services—many of which had formerly received no pharmaceutical advice. Generally, the work of ordering and distributing had been transferred to hospitals without the provision of extra staff and Miss Steane had not found it possible to provide the service she would like. For example, pharmacists could be visiting clinics and talking to staff, a role she felt might be undertaken by the general practice pharmacist, perhaps on a retainer basis to help with qualified cover—provided that he kept in touch with the hospital. Miss Steane also wished to see general practice pharmacists volunteering advice (without waiting to be asked) to nursing homes and homes for the elderly with which they came in contact.

Dispensing, Miss Steane believed, was general practice pharmacy's major contri-

bution to primary health care, followed by advisory services, OTC medicines sales, provision of other information, sale of baby goods, sale of photographic materials, sale of cosmetics and other sales. The last item, she felt, was justified only by the need to subsidise services at the top of the list.

In the Anglia Region some three million prescriptions a year were being dispensed in doctor's surgeries, and while patient convenience must be taken into account (though not over-riding safety), Miss Steane felt that pharmacists, through their LPC, should take the initiative in suggesting ways by which this dispensing need could be met by the profession. Once pharmacy had shown it was prepared to provide facilities it would be in a better position to argue the case for dispensing those three million prescriptions.

The speaker wished to see greater emphasis on the pharmacist's role as a provider of medicines (both off and on prescription), as a source of information to health workers, and as a source of advice on health matters. It could be argued that payment was the stumbling block, but while the profession continued to defend traditional pharmacy, there could be little incentive to make any other system work.

Opening the discussion, Mr R. G. Worby (chairman of the Pharmaceutical Services Negotiating Committee) suggested that the relationship between the APhO and the general practice pharmacist was "delicate". APhOs did not have responsibility for, or to, general practice and, as such, were in danger of having power without responsibility—a situation to which they would have to adapt. Many had a hospital background and the opinions they expressed to their AHA

might differ from those held by pharmacists with a general practice background; this was not an argument against the APhOs' existence—it was an important post for the prestige of the profession—but they needed to be invited to attend LPC meetings as a means of ensuring that the AHA received the best possible pharmaceutical advice.

Challenging the need for pharmacists to be in health centres in order to talk to doctors, Mr Worby said that most pharmacists had local doctors who "dropped in for coffee". His view was that in eight out of ten cases the existing pharmaceutical service would be adequate in health centre areas, and only where it was not should a pharmacy in the centre be considered. Mr Worby disagreed that dispensing was the general practice pharmacist's major contribution—it was his availability and his advice, which would be lost to a damaging degree in the health centre. Miss Steane replied that she doubted whether a discussion with a doctor in the pharmacy would involve the community nurse at the same time.

Patient to carry treatment card?

Mr M. James thought patient registration impracticable and suggested as an alternative that treatment histories should be carried by the patients on some form of record card. There were surely now enough pharmacies in health centres for some independent research into public and professional attitudes to them—"we don't really know what the public wants of us today", he said. Mr C. Hitchins said that patient record cards were being tried, but there was no way that patients could carry them at all times. However, the experiment had brought to light a number of potentially hazardous interactions.

Mr J. W. Hadgraft argued that patient registration was a means of ensuring the pharmacist's future professional position; it had to be got across to the public that he was a guardian of their safety. Soon there would be monitored release of new drugs and unless the pharmacist showed himself capable of taking responsibility here the role would go to the clinical pharmacologist. Mr J. Iles, Regional chairman, thought that people might register with pharmacists for the wrong reasons—late opening, for example.

Improving the profession's image

Pharmacists themselves are the front line troops in improving the profession's image, said Miss Maureen Tomison, the Pharmaceutical Society's head of publicity, at the morning session of the Anglian Region conference. The Society would fight with every possible weapon, but the image it projected must be credible—Cabinet Ministers, newspapers and their readers always knew *their* pharmacist.

Miss Tomison stressed this by saying that if she failed to communicate with members she could not succeed in putting pharmacy's case across. She was a "convert" to the profession, but that did not blinker her to the problems ahead or prevent her from saying frank things about the way pharmacists presented themselves.

Miss Tomison explained how she used her experience as a journalist and lobby correspondent, and her specialist know-

ledge of the anatomy of Government, to put across pharmacy's case (a feature on this aspect of her work was published in *C&D*, January 22, p89). She had seen many groups fail to make a good case because they did not understand the system or how to use the media. Approaches to MPs could stimulate Parliamentary questions or adjournment debates, but above all, letters to MPs from their own constituents would receive the greatest attention. But in writing to MPs Miss Tomison asked pharmacists to ensure that they wrote *personal* letters because an MP would always try on behalf of a constituent even if he did not always agree with the case. Ministers receiving letters themselves, or from their back-benchers, would ensure they found out about what was going on.

Continued on p930

Anglia Region conference

Continued from p929

Ministers also liked being approached by the professions: they change office and could not expect to be expert in everything. Mr Moyle, for example, had come from the Northern Ireland Office: how was he to learn about pharmacy unless the profession told him? He had told the Society that he thought the approaches on analgesics were of the right sort; if so, it must surely be right to continue these approaches, said Miss Tomison. Mr Ennals had said that he hoped the forthcoming Health Education Council campaign would stress the importance of the public seeking pharmaceutical advice whenever medicines are bought and that must be of advantage to the profession.

The British public and the media did not understand pharmacy: as a journalist Miss Tomison had never written about pharmacists because an opportunity had never presented itself. Doctors and nurses made better news copy and pharmacists had to work harder. It was sometimes even necessary to produce trivial stories—the report that the Queen Mother asked for tea instead of champagne at the Lambeth opening helped to bring pharmacy to the attention of the media which in subsequent weeks started asking questions on matters that might concern pharmacy.

There were seven million visits to the pharmacy per day, but Miss Tomison felt that pharmacists could do much more to let the public see them exercising their professional skills. She criticised the appearance of some premises and called on personal experience to say that not all pharmacists gave the advice they should.

At the speed of the slowest

Opening the discussion, Mr M. James (Regional treasurer, expressed thanks to Miss Tomison for the forceful action she had taken but stressed that she was only the profession's mouthpiece—the convoy itself could only go as fast as the slowest ship and the reason the Medicines Commission changed its mind on analgesics could well have been because pharmacists weren't always seen to be doing what they said ought to be done. Perhaps the profession's internal public relations should be improved with the inspectorate playing a more constructive role.

Mr Allen Aldington said he had always felt that posters in the pharmacy about training and service were unnecessary, but what else could the individual pharmacist do? Miss Tomison stressed the need to come out of the dispensary more; the HEC campaign should provide opportunity.

In response to questions, Miss Tomison agreed that it would be better if there were a pharmacist in Parliament. She suggested that a message should go out from the conference for contributions to the Society's Parliamentary Fund to help with locum expenses, etc, while campaigning. Mr James, himself active in local politics, felt that pharmacists should find little difficulty in getting on to party shortlists of candidates in a constituency not too far from home.

Shortages lead to some BPC 1973 amendments

Monographs on hypromellose eye drops and calcium and vitamin D tablets in the British Pharmaceutical Codex 1973 have been amended because of a UK shortage of hypromellose 4500 and calcium sodium lactate. Hypromellose 5000 may be used for the eye drops and calcium lactate instead of calcium sodium lactate for the tablets.

The amendments are effective in the UK and may also be adopted in overseas territories if approved by the responsible authorities. If Hypromellose 4500 and calcium sodium lactate become available again these amendments may be withdrawn. Preparations made with the alternative ingredients should be labelled or marked so that they may be readily distinguished from those made with the original ingredients. The amendments are effective immediately, except for those marked with an asterisk, which become effective on December 1.

Page 69 **Calcium lactate**, footnote:—after entry on calcium lactate tablets, BP, add "CALCIUM WITH VITAMIN D TABLETS, BPC (page 809)".

*Page 83 **Cellulosephate**. In the UK this substance complies with the requirements of the European Pharmacopoeia.

*Page 92 **Chloramine**. In the UK this substance complies with the requirements of the European Pharmacopoeia.

*Page 114 **Citric acid**, title *amend* to "citric acid monohydrate" and *add* the synonym "acidum citricum monohydricum". Standard for "British Pharmacopoeia" read "European Pharmacopoeia". Note, the expression "citric acid" used in the formulary means citric acid monohydrate.

*Page 115 **Anhydrous citric acid**, title *amend* to "citric acid" and *add* the synonym "acidum citricum". Standard for "British Pharmacopoeia" read "European Pharmacopoeia". Note, the expression "citric acid" used in the formulary means citric acid monohydrate.

*Page 178 **Ephedrine**. In the UK this substance complies with the requirements of the European Pharmacopoeia.

*Page 191 **Ethylmorphine hydrochloride**. In the

UK this substance complies with the requirements of the European Pharmacopoeia.

*Page 258 **Heavy kaolin**. In the UK this substance complies with the requirements of the European Pharmacopoeia.

*Page 361 **Phenazone**. In the UK this substance complies with the requirements of the European Pharmacopoeia.

*Pages 389-390 **Polysorbate 20, 60, and 80**. In the UK these substances comply with the requirements of the European Pharmacopoeia.

*Page 621 **Paraffin gauze dressing**, ether-soluble extractive, line 1 for "Not less than 200 g per m²" read "Not less than 100 g per m²".

*Page 626 **Buffered cream**, *page 672 **Isoniazid elixir**, *page 677 **streptomycin elixir**, paediatric, formula after "citric acid" insert "monohydrate".

Page 692 **Hypromellose eye-drops**, formula after "Hypromellose 4500" insert, "or 4500, or 5000".

*Page 722 **Codeine linctus**, diabetic, *page 723 **noscipine linctus**, *page 724 **pholcodine linctus**, strong, simple linctus, *page 725 **tolu linctus**, compound, paediatric, *page 733 (formaldehyde lozenges), *page 750 **potassium citrate mixture**, *page 751 **potassium citrate and hyoscyamus mixture**, *page 753 **sodium citrate mixture**, *page 763 **pastilles**, *page 800 **lemon syrup**, formula after "citric acid" insert "monohydrate".

Page 809 **Calcium with vitamin D tablets**, method of preparation *add* "In making this preparation, the calcium sodium lactate may be replaced by calcium lactate, using 300 milligrams of calcium lactate for each 450 milligrams of calcium sodium lactate. Alternatively, a suitable quantity of a mixture of calcium sodium lactate with calcium lactate may be used".

Page 846 **Sodium chloride, 0.0004M**, line 3, before "dilute 20 ml" insert "dilute 1 ml of the solution to 100 ml and then".

Page 856 (Appendix 3, Ultraviolet absorption for identification), potassium sorbate under extinction, for "0.72" read "0.89".

Page 917 (Appendix 27, Examination of surgical dressings), Content of domiphen bromide lines 1 and 2, after "0.08 to 0.20 per cent," insert "calculated with reference to the air-dry material and"; content of eufiline line 2, after "C₁₄H₁₁ClN₃" insert "and with reference to the air-dry material".

British Veterinary Codex 1965 Supplement 1970, amendment (effective immediately):—

Page 72 **Tylosin Tartrate**, undue toxicity for "0.01 g per ml" read 0.008 g/ml; for "between 18 and 25 g" read "between 17 and 22 g".

Concern over large number of psychotropics issued

Researchers who carried out a survey of 40,000 patients were concerned to find out how many psychotropic drugs were prescribed.

Psychotropic drugs were prescribed more often than any other group and accounted for almost a fifth of all prescriptions. A tenth of the men and 21 per cent of the women received at least one psychotropic drug during the year from March 1, 1974; as many as a third of the women aged 45-59 received such preparations.

The research team in Sir Richard Doll's Department of Medicine, Oxford University, thought the findings were disturbing for several reasons. Doctors were obliged to scrutinise the effectiveness of treatment and limit the burden of drug-induced disease, yet the efficacy of many psychotropic drugs was uncertain. Benzodiazepines were thought to be relatively free from serious side effects, but this was not true

of phenothiazines and tricyclic anti-depressants.

The study, reported in last week's *British Medical Journal*, analysed the NHS prescriptions dispensed by 19 general practitioners in the Oxford and Worcester area. During the year 53.8 per cent of all males and 65.7 per cent of all females had at least one drug dispensed. Five or more items were given to 24 per cent. The figures are acknowledged to be gross underestimates of the number of people taking drugs as self-medication is excluded. Although antimicrobial drugs were prescribed less often than psychotropics, they were given to more people.

Nursing mothers given warfarin may safely breast-feed their babies, according to a trial reported in the same publication. The drug was not detected in either breast milk or infants' plasma in 13 mothers taking warfarin after delivery.

Letters

Prime target for cuts

I would strongly urge chemists to get behind Bob Worby in his fight against the 11m cuts. I am retired with no axe to grind but I can see that chemists have to show determination in face of crushing economies in the National Health Service inflicted on them *in particular*. Perhaps Mr Ennals could be more usefully employed in saving £10.7m on the fiddles in the Social Security payments.

This Government always has been and always will be against the private trader and Mr Ennals is being pushed by the unions and the Party to clobber private chemists whom they reckon are making too high profits. Mr Ennals knows only too well that more and more chemists will close down. His Party is only too anxious to give £13m a year to Mozambique to buy Russian tanks, missiles and guns. Mr Enn and Mr Dell, in talks with the Soviet deputy chairman, recently were only too keen to force a loan on Russia of £600m of our money, while we have torn our knees out begging from the IMF. When it comes to cuts, the first victims are the chemists. I have told them not to cap in hand but to demand a rise all round to meet higher inflation and rising costs inflicted by the wage increases of the communist dominated firms. The police want a rise; the miners want a rise, but when it comes to the chemist they reckon he should take a cut!

R. Gunn
Peacehaven, Sussex

Give Bob Worby the tools

How tragic it is that in the same week as my old friend Bob Worby assumed the chairmanship of the PSNC, and before he had time to "take off his jacket", we have the sad spectacle of some pharmacists rushing into print to say what they are *not* prepared to do in support of our negotiators.

I do not for one moment think that the PSNC chairman even contemplates roaring in to try to call a "withdrawal of service" or anything like it; nor do I think anyone in their right mind could expect him at this juncture to even hint at what he does consider should be the form which sanctions should take if ever they became necessary—thus forewarning the Department. I venture to predict that Bob Worby will gain some concession of some sort from the Department. Whether it will be sufficient remains to be seen.

However, one thing the profession must realise is that if the imposition of sanctions in any form at all ever becomes necessary then it will never have the slightest chance of success unless the Department knows beyond all shadow of doubt that the profession is solidly united behind our negotiators. This is the great advantage under which Griff David

suffered for many years—if he had ever made a militant stand, how much support could he have counted on receiving?

May I, therefore, in all seriousness suggest that one of the first practical steps which pharmacists must take at this moment of time is that two or three adjacent area committees all over the country should form combined "action committees". The purpose of the committees would simply be "to work in close liaison with the PSNC to formulate what form effective sanctions should take, if ever it became ultimately necessary to consider them, bearing in mind that any such sanctions must *unite* the profession and not divide it." Secondly, they would collate up to date and accurate information as to the exact number of contractors in every area who would undertake unequivocally to support the PSNC if called upon to do so.

With such action committees furnishing such information our new negotiating chairman would be strengthened a hundredfold. To paraphrase a phrase coined by another leader faced with an almost impossible task which proved not so impossible after all may I say: "For heaven's sake give him the tools and let him finish the job."

Edwin C. Evens
Plymouth

The dishonour in sanctions

Your report of an ASTMS meeting (last week, p880) contains a statement by Mr Blum: "There is no dishonour in sanctions or militancy provided they are carried out in an organised way." Surely this is the fence on which we are tempted to sit—but

when we can sit no longer we must come down on the side of the pro-unionists or the antis.

Although Mr Blum does not specifically approve manipulating circumstances so that patients can be refused urgent medicines or made to spend bus fares to take prescriptions back to doctors for endorsement on a 24-hour round trip, he makes it clear that actions which would be condemned on Christian or professional standards when taken in isolation, are acceptable when performed collectively and by premeditation. His only provisos would seem to be the shade of the Red Flag, the blessing of Clive Jenkins and the dispensation of Len Murray.

These conditions of correct blessing would seem to excuse anything, including making hostages of hospital patients and school children, causing inconvenience and loss to travellers, and many other ways of tormenting third parties in the hope that the enemy being fought has more consideration for those suffering. The gap between this attitude and that of the South Moluccans in Holland is not infinite.

John Shepherd
Rotherfield, Sussex

Testimonial success

May I be allowed the courtesy of your columns to thank all those contributors to the Harry Steinman Testimonial Fund, and also those distinguished pharmacists and guests from all over Great Britain who attended the banquet and who helped to make the occasion a memorable and unforgettable one.

J. Tomlinson
Manchester

Employers required to give unions information

Employers will be required by law to give information to recognised trade unions when the disclosure of information provisions of the Employment Protection Act 1975 come into force on August 22.

Employers, if asked, will have to disclose information "without which the union representatives would be materially impeded in collective bargaining" and information "which it would be good industrial relations practice to disclose". Information need not be given if it would be against the interests of national security, would break the law, or would cause substantial injury to the employer. Information given to the employer in confidence, and information relating specifically to an individual or which was obtained for purposes of legal proceedings also does not have to be disclosed.

A union may complain to the Central Arbitration Committee if it considers that the requirements of the Act have not been met. The Committee may refer the complaint to the Advisory Conciliation and Arbitration Service for conciliation, but if this is not done, or conciliation fails, the Committee has to hear the complaint and make a declaration stating whether or not it is well founded. Where a declaration is not complied with the union may present a further complaint to the Committee together with a claim of terms and conditions on which the Committee may make an award.

The Code of Practice prepared by ACAS

will come into effect at the same time and gives guidance on good industrial relations practice in relation to disclosure of information. It lists examples of information which could be relevant in certain collective bargaining situations, relating to pay and benefits, conditions of service, manpower, performance, and financial matters. However it emphasises that these are meant to be neither exhaustive nor a check list and the Code itself imposes no legal obligations on an employer to disclose any specific item of information.

The relevant Orders are: The Employment Protection Act 1975 (Commencement No. 8) Order 1977 (SI 1977 No. 936), HM Stationery Office, £0.10; The Employment Protection Code of Practice (Disclosure of Information) Order 1977 (SI 1977 No. 937), HMSO, £0.10).

Talks on intruder alarms

Mr Roy Hattersley, Secretary for Prices and Consumer Protection, said in reply to a Parliamentary question that he proposed to discuss the Price Commission's findings on intruder alarms with industry and other interested organisations and would make a further statement when discussions were completed. The Commission recently reported that more competition was needed between firms in the intruder alarms industry and advised prospective users to obtain competitive quotations before choosing a system (C&D, June 11, p844).

Company News

Sales and profits of Ayrton, Saunders recover

Sales of Ayrton, Saunders & Co Ltd in the year to February 26 amounted to £6.6m (£5.6m in the previous year), of which £6m (£4.8m) was from wholesale trade and the remainder from sale of manufactured goods. Export sales were up 20 per cent at £1.1m. Pre-tax profit was £542,443 (£435,855).

The chairman, Mr D. R. Leith, points out that at the start of the financial year, the company was operating a three-day week but resumed normal working after about six months. The level of activity has been maintained in the first months of the current year. In spite of the effects of inflation, the board is "satisfied that a fair advance has been made in real terms".

Syntex profit down on increased turnover

Net sales of Syntex Corporation, California, for the three months ended April 30, the third quarter of the 1977 fiscal year, were \$78m compared to \$73m a year earlier. Net income was \$0.45 per share (\$0.62), the reduction being primarily because of inflation and currency devaluations in a number of countries, and particularly Mexico. In the nine months to April 30, net sales were \$232m (\$201m) and net earnings were \$1.47 (\$1.64).

World-wide sales of naproxen (Naprosyn) increased 28 per cent in the third quarter and 65 per cent in the nine months over the same periods a year earlier. In the USA sales and new prescriptions reached the highest level in April since September, 1976. Regulatory approval was recently received for the company to market naproxen in Australia.

Three 'critical factors' holding back investments

The British Institute of Management, in evidence submitted to Sir Harold Wilson's committee to review the functioning of financial institutions, lists three of the critical factors holding back investment: the existence of spare capacity, uncertainty about future prospects, and the cost of money in the UK compared with overseas competitors.

Mr Roy Close, the director-general, says that the experience of many members of the Institute suggests that investment is not being held back by lack of finance, and that the demand for funds is being adequately met by the diversity of institutions which act as intermediaries.

"Whether a revival in manufacturing investment demand is likely to be restrained by problems of finance would appear to depend largely on factors under

Government control, such as the comparative cost of money or the pre-emption of funds by the public sector. A further factor limiting re-investment is low levels of profitability, attributable in part to the current price control policies . . . Another important factor is that new businesses, through their contribution to competition and innovation, are vital to a healthy economy yet there is a feeling that entrepreneurial investment in new ventures is not encouraged . . . High levels of direct taxation discourage enterprise and inhibit entrepreneurial activity generally".

Sterling safety symposium

"There is no such thing as absolute safety" was the message given by John Locke, director-general of the Health and Safety Executive, speaking to safety officers and directors of various companies in the Sterling-Winthrop Group at a recent symposium. "We should all bend our efforts to making reasonable expenditures on safety matters—then add 10 per cent."

There is hardly ever an accident in which there is something that could have been done long beforehand to limit the consequences, and this should be planned for. "No accident is solely due to individual carelessness." Safety matters should

be taken into account when appraising overall performances of work people. "I would like to see safety precautions written into job descriptions," he said.

Briefly

Unichem are to take over a 35,000 sq ft premises on the Welsh Development Agency's Fforestfach Industrial Estate at Swansea in July. The company has outgrown the 10,000 sq ft warehouse at Meadow Street, Swansea, which it has occupied since 1972.

Salpharm Ltd and the subsidiary companies A. J. Box & Drivers Ltd, J. D. Jenkins Ltd and Rexnell Ltd moved to new offices on June 20. The new address is 701 Sidcup Road, London SE9 3AH (telephone 01-857 5566). The telex number is unchanged.

Appointments

BP Chemicals Ltd: Mr A. C. Breden has been appointed to the new post of manager, employee communications.

Goya International Ltd: Mr David Burchett, one of the company's most successful home sales executives, has been appointed export sales executive. Mr

Boots opposed to centralised dispensing

In his statement in the annual report of Boots Co Ltd, the chairman, Dr G. I. Hobday, says that pressure on retailing profitability continued throughout 1976-77 with falling gross margins further eroded by rising expenses. While recognising the political need for some form of price control in the Government's counter-inflation measures, the company is concerned that the imprecise new powers of price investigation proposed in the Price Commission Bill could lead to increasing doubts about the validity of new investment proposals and further impair employment prospects in the retail distribution industry.

However, Boot's capital investment in new and modernised shops amounted to £23.1m in 1976-77, adding an additional 296,000 sq ft to the total sales area which now amounts to 4m sq ft. During the year 34 new shops were opened and a few were closed, the total number of branches at the end of the year being 1,247. A number of new shops are to be opened during the current year and major new warehouse facilities are planned.

Dr Hobday continued: "We believe that the retail pharmacist plays an essential part in the health care of the community and that his contribution to the NHS extends beyond that of simply dispensing prescriptions. We are convinced that the present pattern of widely spread chemists shops in locations convenient to the public is most suitable for the people of this country and that any proposal to centralise dispensing into fewer locations would cause inconvenience to the public and would not be in their best interests. Our own policy is to have a branch of Boots in every place where there is sufficient business to support a viable operation."

In the manufacturing sector, some of the company's factories were operating below full capacity for the second consecutive year, due to the depressed state of the economy. In monetary terms output was up 18.5 per cent at £128.9m at manufacturing prices, but the volume of production in the pharmaceutical department was static and a reduced world demand for herbicides marred an otherwise expanding year in the chemical department.

A new plant for Brufen has been brought on stream, and increased capacity for Amitraz is planned including a new 1,600 ton per annum plant. New lines are introduced in pharmaceutical manufacturing at the rate of one every working day, and some 100 projects for improvement of equipment, etc, are always in progress.

Pharmaceutical sales in the UK reached a record level in 1976-77, but severe competition continued to be experienced with Brufen. A single daily dosage tablet of Prothiaden was introduced during the year. In overseas marketing, particularly satisfactory results were achieved in Australia, Nigeria, East Africa and India.

Commenting on the company's recent acquisitions overseas and discussing future prospects, the chairman says: "While we are hopeful that our domestic economy will improve and believe that there is still a lot of scope for our retailing operations in this country, we take the view that we should build for the future on a broader international base so that a smaller proportion of our total business is subject to the strains and stress of the UK economy". The change would continue steadily and prudently, and the three acquisitions in Canada, the USA and Germany provided good bases for further development. (Company results C&D, May 28, p781.)

Stephen Barrington has been appointed European marketing manager; he has had over ten years' experience in consumer marketing, both in the UK and overseas.

Napcolour Ltd: Mr John S. Faulder, a director of Charterhouse Developments, has been appointed deputy chairman. He has been on the Napcolour board for the past five years.

British Tissues Ltd: Mr Stephen N. Steen is to relinquish the chairmanship and retire from the board on July 19, his 70th birthday. He will be succeeded by Mr R. V. Olsen, who is a director of British Tissues and of Wiggins Teape Group Ltd.

Schwarzkopf Ltd: Mr Alan Thornton has been promoted to general manager for the retail division at the UK headquarters in Aylesbury. Mr Thornton joined the company in September 1976 from the toiletries division of Johnson and Johnson Ltd.

French & Scott Ltd: In the continued expansion of the sales force, Mr S. A. Robertson is covering Yorkshire and the north-east, Mr H. F. Hunt South Wales and Bristol area and Mr D. W. Bailey is to cover the Midlands.

Norgine Ltd: Mr Neville Santer, MPS, has joined the company with special responsibilities for the development in the Pacific region. He has been appointed to the board of Norgine Pty Ltd, the recently formed associate company in Australia, as managing director designate. He was previously managing director of Synthelabo and before that managing director of Servier Laboratories Ltd.

Farley Health Products Ltd: Mr Michael Schwab has been appointed as nutritionist. He has been a freelance consultant nutritionist for the past four years, working on infant nutrition and audio-visual nutritional education. Mr Anthony Bush has been appointed product manager for Minadex and other OTC products. He was previously with Beecham Research International.

J. L. Morison Son & Jones Holdings Ltd: Mr R. Bridgeman has been appointed managing director of Consolidated Agricultural Suppliers Ltd and Mr A. P. Davidson is now director responsible for policy on veterinary and animal health. Mr P. D. Simm has been appointed managing director of C-Vet Ltd, and Mr R. O. B. Tuffen is managing director and Mr J. K. Alexander a director of Sillett & Wright Group Ltd. Mr G. M. Tyndall has been appointed financial director of Hilston Animal Health Services Ltd and Hilston Manufacturing Chemists) Ltd.

Merck Sharp & Dohme Ltd: Mr E. E. Hart, general sales manager, has been appointed to the new position of manager, pharmaceutical relations, responsible for promotional and educational activities in the pharmaceutical and paramedical areas. Mr Derek Cooper is now field sales manager, and Mr Roger Brice has been appointed marketing services manager. Mr Tony Price has been appointed to the new position of marketing manager, new products. Miss Shirley Le Feuvre is now group product manager, cardiovascular products, and Mr Mike Lees, group product manager, antiarthritic products. Mr Mike Davies has been appointed manager, human ethical sales order and customer relations department.

Market News

Firmer trend all round

London, June 22: In all sections of the market the tendency is for prices to harden. Only those commodities which suffered abnormal increases over the past few months—as for example pepper and cloves, are there any signs of an easier movement.

Natural camphor powder rose by 25 per cent during the week to £5.50 kg while Brazilian menthol rose by £0.20 kg. Dearer among botanicals were cascara, cherry bark gentian root, ipecacuanha, lemon peel and styrax. A shortage of benzoin almonds has put pressure on the block prices which have been steadily rising over the past months and last week added a further £5.00 cwt. A mild winter followed by a fine spring in that part of Canada where senega grows wild has aided collection of the root.

Among essential oils geranium was considerably firmer. Sandalwood was again on offer but prices of spot cassia were withdrawn and there were no offers from China.

Pharmaceutical chemicals

Acetic acid: 4-ton lots, per metric ton delivered—glacial BPC £274, 99.5 per cent £261.50; 80 per cent grade, pure £240.50; technical £224.50.
Benzoic acid: BP in 500-kg lots, £0.721 kg.
Borax: EP grades, 2-4 ton lots per metric ton in paper bags, delivered—granular £199; powder £217; extra fine powder £222.
Boric acid: EP grades per metric ton in 2-4 ton lots for British material—granular £255; crystals £342; powder £277.
Bromides: Crystals £ per metric ton.

	Under 50-kg	50-kg	1,000-kg
Ammonium	1,090	932	874
Potassium*	1,010	853	816
Sodium	990	839	802

* Powder plus £43 kg

Calcium carbonate: BP light £135 metric ton.
Calcium gluconate: £1,420 per metric ton.
Calcium pantothenate: £7.29 in 25-kg lots.
Citric acid: BP granular hydrous per metric ton single deliveries, £704; anhydrous £767, five-ton contracts £702 and £754 respectively.
Formic acid: per metric ton delivered in 4-ton lots, 98 per cent £295.50; 85 per cent £247.50.
Salicylic acid: 5-ton lot £1.06 kg; 1 ton £1.07.
Sodium benzoate: £0.5459 kg in 500 kg lots.
Sodium bicarbonate: BP £83.04 metric ton minimum 10-ton lots delivered UK.
Sodium carbonate: Anhydrous £12 per metric ton.
Sodium chloride: Vacuum-dried in 10-ton lots £25.37 metric ton delivered London.
Sodium gluconate: £720 technical (1,000 kg).
Sodium hydroxide: Pellets BP1973 in 50 kg lots £0.928 kg; sticks £3.731 kg.
Sodium pantothenate: (Per kg) £14.42; £13.42 in 5-kg lots.
Sodium perborate: (per 1,000 kg) monohydrates £464, tetrahydrate £274.
Sodium percarbonate: £365 per metric ton.
Sodium sulphate: Fine crystals BP £72 per metric ton.
Zinc chloride: Granular 96/98 per cent £405 metric ton, delivered.

Crude drugs

Balsams: (kg) Canada: £10.90 spot; £10.65, cif for shipment. **Copaiba:** BPC £1.95 on the spot; £1.85, cif. **Peru:** £6.15 spot; £6.05, cif. **Tolu:** £4.10 spot.
Benzoin: Block £106-£107 cwt spot; £106, cif.
Buchu: Rounds £2.20 kg spot; £1.90, cif.
Camphor: Natural powder. Formosan, £5.50 kg, spot. Synthetic £0.90 spot; £0.78, cif.
Cascara: £1,050 metric ton spot; shipment £995.
Cloves: Zanzibar £4,350 metric ton, cif.
Cherry bark: Spot £770 metric ton; £730, cif.
Chillies: Chinese Fukien £1,490 metric ton.
Gentian: Root £1.36 kg spot; £1.33, cif.

Ginger: (ton, cif) Cochin £1,285. Jamaican (spot) £2,000. Indonesian £1,120. Nigerian split £1,000 (spot); shipment £950 nominal, cif; peeled £1,110. Sierra Leone £1,125 nominal.
Hydrastis: (kg) £9.20 spot; £9.05, cif.
Ipecacuanha: (kg) Costa Rica £7.35 spot nominal; no shipment.
Lemon peel: Unextracted £1,250 metric ton spot; shipment £1,200, cif.
Liquorice root: Chinese £400 metric ton, cif. Russian £350 spot; £340, cif. Block juice £1.60 per kg spot; £1.50, cif.
Lobelia: American £1,340 metric ton spot; European £1,230 spot; £1,200 shipment.
Menthol: (kg) Brazilian £9.80 spot; £10.00, cif. Chinese from £10.50 in bond and cif.
Pepper: (ton) Sarawak black £1,480 spot; £1,370, cif. White £1,740 spot; £1,625, cif.
Sarsaparilla: Mexican £1,770 metric ton spot; £1,720, cif. Jamaican £1,800, cif.
Seeds: (metric ton, cif) **Anise:** China star £810 nominal. **Caraway:** Dutch £1,120. **Celery:** Indian £620. **Coriander:** Moroccan £680; Indian £530. **Cumin:** Egyptian £580; Iranian £625. **Dill:** Indian £540. **Fennel:** Egyptian £240. **Fenugreek:** £165. **Maw:** £880.
Styrax: £4.25 kg spot; £4.10, cif, nominal.
Turmeric: Madras finger £490 ton, cif.
Witchhazel leaves: Spot £2.15 kg; £1.85, cif.

Essential and expressed oils

Buchu: South African £165 per kg spot nominal. English-distilled £265 nominal.
Cade: Spanish £1.20 kg.
Camphor white: £0.95 kg spot and cif.
Caraway: Imported £21.00 kg; English £40 nominal.
Cardamom: English-distilled £280 kg.
Cassia: Chinese spot unobtainable; £57.25, cif.
Cedarwood: Chinese £1.25 kg spot; £1.35, cif.
Celery: English £58.00 kg.
Citronella: Ceylon £1.35 kg spot and cif. Chinese £2.33 spot; £2.37, cif.
Geranium: (kg, cif) Bourbon £45.00. Chinese £30.00.
Ginger: £85.00-£88.00 kg spot.
Nutmeg: (per kg) English-distilled from West Indian £22.00; from East Indian £20.00. Imported £9.00-£10.00.
Olive: Spot ex-wharf. Spanish (subject to EEC levy) £1,320 per metric ton in 200-kg drums ex-wharf; French/Italian origin £1,330 duty paid. Tunisian not offering.
Origanum: Spanish £14.50 kg spot for 70%.
Orange: Florida £0.95 kg; West Indian £1.00.
Palmarosa: No spot offers; £7.40 kg, cif.
Patchouli: £11.40 kg spot; £11.00, cif.
Pennyroyal: No offers.
Pepper: English-distilled ex-black £125 kg.
Peppermint: (kg) Arvensis—Brazilian £6.00 spot and cif. Chinese £6.15 spot; £6.20, cif. Piperata, American Far-West £30.00-£33.00, cif.
Petitgrain: £6.30 kg, spot and cif.
Rosemary: £5.75 kg spot.
Sandalwood: Mysore or East Indian £100 kg spot.
Sassafras: Chinese £2.90 kg spot and cif. Brazilian £2.20 spot.
Spearment: (kg) American Far West £15.50. Chinese spot £12.50 kg; shipment £12.75, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

Coming events

Tuesday, June 28

Legal Studies & Services Ltd, Royal Lancaster Hotel, London W2, at 9 am. One-day seminar on "Default in personal borrowing—prevention and remedies". Fee £60 + VAT. Details from Legal Studies & Services Ltd, Norwich House, Norwich Street, London EC4A 1AB (telephone 01-242 2481).

Friday, July 1

Pharmaceutical Marketing Club, London Room, New London Centre, Parker Street, London WC2, at 12.15 pm. Guest speaker Mrs Estelle Leigh (president of the Pharmaceutical Society). Cost £6. Details from Miss Jean Hicks, Henderson Group One, 1 Roberts Mews, Lowndes Place, Belgrave Square, London SW1 (telephone 01-235 4086).

Sunday, July 3

Worthing & West Sussex Branch, Pharmaceutical Society. Visit to Weald & Downland Open Air Museum, Singleton, near Chichester, at 3 pm. Charge for admission and light picnic refreshment: adults £0.75, children £0.50 each.

Advance information

Conference on processing and production for foodstuffs, cosmetics and pharmaceuticals. December 13-15, 1977. Details from Powder Advisory Centre, PO Box 78, London NW11 0PG.

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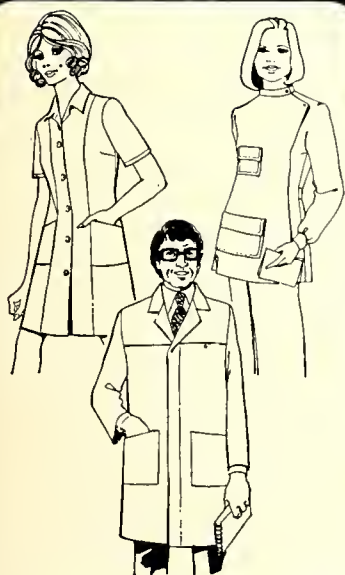
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	30	42p	35p
TABLETS			
WILKINSON			
DOUBLE EDGE BLADES	5	47p	33p

SANGERS 'APOCAIRE' PROMOTIONS

EXCLUSIVE OFFERS EVERY MONTH FOR THE
INDEPENDENT CHEMIST

BE COMPETITIVE AND DISPLAY FOR PROFIT